The Northwestern·Miller

ESTABLISHED IN 1873

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Bemis Cut-outs will be in demand by the pigtail set. The kids will see to it that Mamma buys the feed in Bemis Bags with the cut-outs . . . dolls with doll clothes for the toddlers, teddy bears and cute fawns for the older ones. These cut-outs are colorfully printed on the bags along with cutting guides and instructions for sewing and stuffing. This latest Bemis development makes the package more than ever a selling help to your product. It adds to the large number of *consumers who want you to use Bemis Bags.*

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Duluth, Minnesota

The Northwestern Miller

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The American Baker • Feedstuffs • Milling Production

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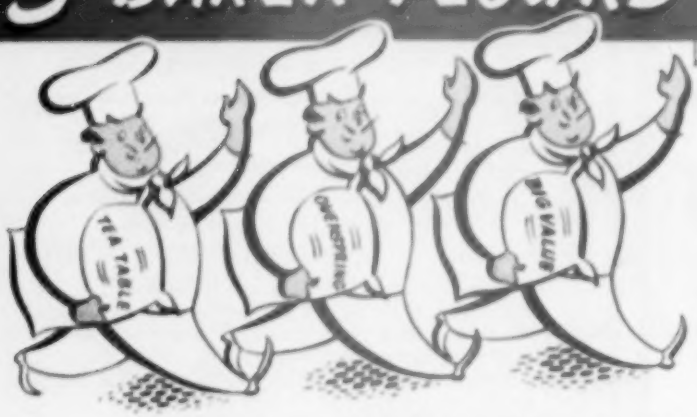

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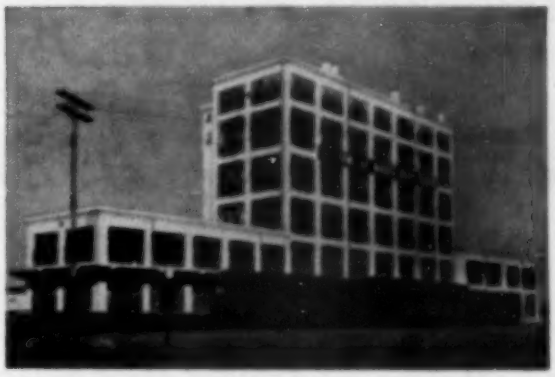

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Jump Turn — Crouch low, place poles near tip of downhill ski. Then jump, pulling legs up and turning. Crouch to absorb landing shock.

Herringbone Climb — Lift one ski well clear and plant uphill in open position. Bring other ski up and step forward in same manner.

Downhill Position — Skis together, one ski slightly advanced. Body vertical to slope, knees bent forward. Look ahead, not at ski tips.

Snowplow Position — A basic skiing position. Spread heels of skis, keeping tips together. Knees bent forward holding skis flat.

you always choose quality

The frost-white flash of surging snow as a lithe ski-winged figure leaps high in a graceful jump turn, or the subtle coordination of mind and muscle in a rhythmical tempo turn . . . that's skiing!

Skiing is a beautiful sport to watch, but when you're wearing the skis those simple graceful looking maneuvers aren't nearly as easy as they appeared . . . as in most other things, it's all in knowing how. The same thought applies to the milling of flour. All the hard-won skill of Commander-Larabee technicians, millers, and grain experts are needed to assure you of the unerring uniformity and consistent performance you have come to expect from Commander-Larabee flours. No, milling consistently fine flours isn't easy . . . it takes experience, specialized "know-how" and huge facilities. That's why it pays to rely on the great Commander-Larabee family of flours . . . they're milled by men who *know*!

Let your Commander-Larabee representative help you with your flour problems. And remember, when performance counts, choose quality . . . choose a Commander-Larabee Flour!

Courtesy Northland Ski Manufacturing Company

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THE LARABEE FLOUR MILLS CO. - KANSAS CITY
BUFFALO FLOUR MILLS CORP. - BUFFALO

368 Million Bushels Wheat Under Loan

Winter Wheat Prospects Still Rated Good

MINNEAPOLIS — The winter wheat crop in the Southwest is still reported to be in good condition, according to the Cargill, Inc., crop bulletin.

The report notes that varied amounts of precipitation have been received recently over the area, with fields greening up as far north as Kansas. Winter precipitation was much below normal over the western half of the wheat area, however, and some sections will need more moisture in the near future, it adds.

The driest sections appear to be the Texas and Oklahoma panhandles and central and western Kansas. Nebraska has received up to 10 in. of snow, which put the crop in that state in excellent condition. Although there is still some danger of winterkilling, the crop has come through the winter so far with little to no loss from that factor.

Alternate freezing and thawing weather, or sleet and ice storms similar to those that occurred last spring in southern Nebraska, could, of course, reduce prospects seriously.

Further reports of green bug damage to winter wheat in some areas, particularly in Oklahoma and the Texas Panhandle, have been received. Since detailed reports are not available, it is impossible to say how serious and how widespread the involved area may be, Cargill comments.

The eastern half of the country has experienced unusually mild weather. Winter wheat in that area is in good condition, although some damage has resulted from floods in the Ohio River Valley and other sections locally.

The Pacific Northwest wheat area, particularly eastern Washington and Oregon, have had severe winter weather recently. It has been accompanied by adequate snow cover, though, and little damage has resulted from the low temperatures.

The north central states have also experienced severe winter weather recently, which brought welcome snow to most sections.

Indications now are for a total wheat crop about equal to that produced in 1949, assuming that the acreage planted to spring wheat does not exceed the government-imposed limitations, the report concludes.

13 ACTIONS INVOLVING BAKERY GOODS REPORTED

WASHINGTON—Dispositions of 13 cases involving adulteration or misbranding of bread and other bakery products were reported in three recent issues of Notices of Judgment Under the Federal Food, Drug and Cosmetic Act. The cases were instituted in the U.S. district courts by U.S. attorneys acting upon reports submitted by the Federal Security Agency.

The dispositions, in most cases, involving fines and destruction of the products, were made between May 6, 1949, and July 29, 1949. In one case, an individual defendant was sentenced to 60 days in jail. Another case, involving alleged adulteration of ice cream cups and cones, was dismissed upon motion of the government.

Italian Mission Comes Through; Buys 15,100 Long Tons of Flour

The first Italian flour procurement in this country in over a year was the high spot of an otherwise dull week in export flour trading. Aside from the Italian purchase, outstanding Dutch and Norwegian interest was held down by strength of the market, but Cuban buying was stimulated by the extension of the reduced ocean freight rate for another week.

Prices for export grades of flour were stronger due to tightness of clears, this strength was augmented by the purchase of 155,000 sacks of first clears by the army quartermaster.

On Feb. 24 the Italian buying agency in Washington confirmed the purchase of 15,100 long tons of maximum .5% ash, minimum 10.75% protein straights from six or seven sources. Prices ranged $3.62@3.70 after subsidy, 140-lb. osnaburgs, for Gulf shipment first half April. There was a hint that additional buying might take place some time soon, but this report was unconfirmed.

Mills were not too encouraged over the announcement that the Philippine Islands are now a party to the International Wheat Agreement. Restrictions on issuance of letters of credit to importers in that country are such that very little flour can be purchased at any given time. The restrictions as announced by the Philippine government several months ago limit the issuing of letters of credit to individual importers to 6% of the total annual evaluation of the importer in the base period of 1949 per month.

Since flour was a very small portion of the country's imports in 1949 and continues to be this year, it is apparent that flour buying will be on a small scale and will be limited to parcel amounts each month.

The Cuban freight conference last week announced an extension of one week, to March 18, the currently reduced rate of 65¢ cwt. for shipments of 80,000 lb. or more, plus the 10¢ surcharge. This action brought out some new business which will be shipped on boats leaving for Cuba before March 18.

The filling of the wheat pact quota by Nicaragua leaves only four Latin American nations which can still buy subsidized flour. Ecuador, El Salvador, Guatemala and Venezuela are others which filled their quotas previously. Remaining prospective buyers in Latin America include Panama, Cuba, Dominican Republic and Haiti, in addition to Costa Rico and Puerto Rico, where subsidies are not authorized. Slowness of payments by Costa Rican agents has brought sales in that country to a halt.

Russell-Miller Buys Properties of Minot (N.D.) Flour Mill Co.

MINNEAPOLIS—Purchase of the milling properties of the Minot (N.D.) Flour Mill Co. at Minot and Glasgow, Mont., was announced Feb. 28 by Leslie F. Miller, president of Russell-Miller Milling Co., Minneapolis. The new owners will take possession March 1.

The Minot Flour Mill Co. was organized in 1908 by the late William Dunnell. At present, the company is managed by five sons, W. H. Dunnell, president and general manager, Myron G., Clair A., Howard V. and Irwin I. The Minot mill has a daily capacity of 900 sacks , with an elevator capacity of 85,000 bu. The Glasgow mill, which was built in 1916, has a daily capacity of 600 sacks and elevator capacity of 65,000 bu. This plant also has facilities for commercial feed pelleting.

Distribution of the firm's products has been confined largely to North Dakota, Montana and the Atlantic seaboard. Brand names, including flour and feed, were purchased by the Russell-Miller company. Principal flour brands are sold under the names Snow White, White Cross, Wizard and Pickwick. The new owners do not contemplate any change in sales representatives.

Addition of the Minot properties will increase the Russell-Miller total daily capacity to 42,000 sacks, computed on the basis of figures in the most recent "List of Flour Mills" published by The Northwestern Miller.

Russell-Miller already operates six mills in the North Dakota-Montana area. The North Dakota mills are at Minot, Valley City, Grand Forks and Mandan (8,000 sacks). The Montana mills are at Sidney and Billings. Other Russell-Miller plants are located at Minneapolis, Buffalo, Dallas and Alton, Ill.

1949-CROP FIGURE SLIGHTLY HIGHER THAN TOTAL FOR 1948

Limited Free Wheat Supply Predicted on Basis of Expected Carry-Over; Loan Total for All Grains, Oil Seeds Higher

By JOHN CIPPERLY
Washington Correspondent of The Northwestern Miller

WASHINGTON—The total amount of 1949 crop wheat under price support and purchase agreements amounts to 368 million bushels, slightly larger than the 343 million bushels put under support last year.

This announcement of the final loan figures for the crop year was made by the U.S. Department of Agriculture this week. Producers this year had an additional month, through Jan. 31, to take advantage of the loan and purchase agreement programs.

On the basis of the final report and estimates of the carry-over at 410 million bushels, trade observers point out that there will be little free wheat outside of the government holdings by the time the new harvest is in.

A state breakdown of wheat loan discloses that in the soft wheat belt nearly 20 million bushels of this variety of wheat has been set off under the government loan holdings, which should reflect substantially on the Chicago May wheat futures contract. The overhang of this wheat on that market has been seen as a price depressant, and the announcement of this quantity of wheat of a deliverable grade on the Chicago market is expected to have great significance.

The USDA announced that preliminary figures through January, 1950, indicate that farmers had put approximately 751,220,748 bushels of 1949 crop wheat, barley, oats, rye, flaxseed, soybeans, corn and grain sorghums, under Commodity Credit Corp. price support.

During the like period last year, the 1948 crop support total for the same grains and oil seeds was 627,-756,855 bu.

The closing date for loans and purchase agreements on 1949 crop wheat, oats, barley, rye, rice and soybeans was Jan. 31, 1950. Loans and purchase agreements on 1949 crop corn will be available through May 31, 1950. Loans and purchase agreements were available on 1949 crop flaxseed through Oct. 31, 1949, for the states of Arizona, California and Texas, and through Jan. 31, 1950, in all other states.

The accompanying table shows by commodities the quantity of 1949 crop grain and oilseeds under loans and purchase agreements.

1949 CROPS PUT UNDER PRICE SUPPORT, JULY, 1949-JANUARY, 1950 (in bushels)

Commodity—	Loans: Farm-stored	Loans: Warehouse-stored	Purchase agreements	Tot. quantity under support program
Wheat	73,760,519	249,928,483	44,539,634	368,228,647
Barley	15,838,484	11,987,587	4,339,967	32,265,319
Oats	35,435,437	3,478,583	14,352,179	[illegible]
Rye	482,518	244,463	181,910	947,922
Corn	191,403,009	1,887,437	11,944,962	[illegible]
Flaxseed	2,911,847	6,012,184	2,460,454	11,384,439
Soybeans	4,496,829	3,914,389	4,473,719	14,886,799
Grain sorghums	16,979,671	19,190,859	6,489,786	18,634,716
Totals	335,343,904	338,763,841	96,873,003	751,220,748

Trade Discounts Need for Storage

SITUATION REVEALED IN PMA MEETINGS WITH GRAIN MEN

Reports From Pacific Northwest, Southwest and Northwest Fail to Disclose Any General Need for Further Expansion of Facilities

WASHINGTON—Scattered reports from the Production and Marketing Administration's regional meetings with the grain trade have failed to disclose any broad need for further expansion of either government-owned temporary bin space or new commercial storage facilities. The question of additional storage requirements was considered at the meetings.

Reporting from the Pacific Northwest, trade sources say the meeting there with PMA officials brought the conclusion that there appears only to be a potential need for an additional 4 million bushels of farm and commercial space. This is approximately the prospective increase in the new crop over last year.

However, it was the consensus of government officials and trade representatives that, if exports were continued at the rate of 4 million bushels monthly, the crop could be handled without any further expansion of storage.

Warehousemen in that area have made firm offers of 21 million bushels of space, with an additional 4 million bushels of availability estimated. Further, this area reports 2.5 million bushels of space under government occupancy guarantees.

Report from Dallas

Reporting from Dallas for Texas, Oklahoma and New Mexico, trade spokesmen reveal that, except for some shortage of facilities to handle the milo crop (possibly requiring as much as 50 million bushels of temporary bin capacity), present warehousing facilities appear adequate to handle the carryover and prospective wheat crop. In these states there is an estimated capacity of commercial and farm storage of 306 million bushels, of which 238.5 million is commercial. This total is exclusive of flat storage and abandoned oil tank farms.

Except for the uncertainty of storage availability for the heavy Texas milo crop, the trade and government representatives reported an optimistic storage outlook on the basis of present facilities. It is estimated that the government will take over 144 million bushels of wheat and milo this year—which would make approximately 172 million bushels of storage available to handle the new crop. The wheat crop in these three states is currently estimated at 125 million bushels—Texas, 55 million; Oklahoma, 66, and New Mexico, 4. The Dallas report reflects a deduction of 15% of total space for turning, handling and merchandising operations of commercial facilities.

Northwest

For the Northwest, the joint government-trade session at Minneapolis disclosed an availability of 135.5 million bushels of space at terminals, line elevators and independent elevators. However, the report is incomplete since only about one third of the independent elevators reported at the time this information was disclosed.

The meeting developed a confidence that current storage facilities would be adequate to handle the reduced government take-over of small grains this year, but it was admitted that there may be a need for temporary bins in southern Minnesota and South Dakota to house the corn crop expected to fall into government control.

The take-over of grains by the government for Minnesota, North and South Dakota, Montana and Wisconsin was estimated at 56 million bushels, compared with 96 million in 1949. An itemized breakdown of grains falling into government ownership follows: Wheat, 32.8 million; barley, 3.8; oats, 9.6; rye, 0.6; flax, 7.8, and soybeans, 1.6.

Terminal elevator interests reported holding as of Jan. 1 approximately 57 million bushels of grain owned or controlled by the Commodity Credit Corp. These operators said they could make available an additional 13 million bushels of space on a firm basis, with a probable addition of 14 million. This would make total terminal warehouse space for government grain of 81 million bushels. Line and independent elevators reporting in part add another 54 million bushels of capacity.

Reports from other regional CCC office areas, which are now divided into eight control points, are not available.

—BREAD IN THE STAFF OF LIFE—

COTTON GOODS INDEX 17.84

Bemis Bro. Bag Co.'s cotton goods index, a composite figure reflecting wholesale prices of principal cotton cloth used in bag making expressed in cents a yard of cloth, is 17.84, compared with 17.46 a year ago. The Bemis composite figure reflecting duty paid for early shipment from Calcutta of lightweight and heavyweight burlaps expressed in cents a pound of cloth is 25.25 compared with 26.82 a year ago. The current index is based on Calcutta ceiling prices plus a permitted 5% commission.

—BREAD IN THE STAFF OF LIFE—

OKLAHOMA BAKERS PLAN MEETING AT OKMULGEE

OKMULGEE, OKLA. — Oklahoma Bakers Assn. will hold a two-day meeting March 28-29 at the baking school of the state's industrial branch of the A. & M. College here. The primary object of the meeting is to inform Oklahoma bakers as to the importance of the baking school, which now has an enrollment of 200. The modern plant is a source of pride to officials of the state association as it compares favorably with old established schools. Letters urging attendance at the meeting have been sent to each member of the association.

—BREAD IN THE STAFF OF LIFE—

MT. VERNON MILLING CO. PLANS STORAGE ADDITION

MT. VERNON, IND.—The Mt. Vernon Milling Co. division of J. R. Short Milling Co. will erect a 220,000-bu. elevator adjacent to its present plant. Y. F. Combs, manager, said that preliminary contracts have been let with Central Concrete & Engineering Co., Decatur, Ill.

Construction will start immediately and it is planned to have the elevator in operation by June 1.

A dryer of 15,000-bu. daily capacity will be installed in the new plant, along with grain cleaning machinery of the latest design.

—BREAD IN THE STAFF OF LIFE—

ELEVATOR PLANNED

ARLINGTON, KANSAS—The Arlington Cooperative Exchange let a contract last week to Chalmers & Borton, Hutchinson, Kansas, for a 150,000-bu. concrete elevator. Announcement was made by James Dean, manager of the Farmers Cooperative Commission Co., of which the Arlington firm is a member. Mr. Dean said the new bins are to be ready by wheat harvest time. The installation will adjoin the exchange's 90,000 bu. elevator at Arlington.

—BREAD IN THE STAFF OF LIFE—

FOOD SITUATION BETTER

The world food situation generally improved in 1949, and at the beginning of 1950 food consumption in most deficit areas was at the highest point since the war.

—BREAD IN THE STAFF OF LIFE—

INNIS, SPEIDEN NAMES BERLE VICE PRESIDENT

NEW YORK—Charles H. Berle, since 1949 works manager of the Isco chemical division of Innis, Speiden & Co., at Niagara Falls, N.Y., has been elected vice president in charge of the division. The announcement was made by W. H. Sheffield, president of the company. Mr. Berle joined Innis, Speiden at the close of World War I and served for four years in World War II as a colonel in the army.

THREE WEDDING CAKES—BUT NO WEDDINGS

MILWAUKEE—Three Milwaukee bakeries were included by a prankster among the local business firms called upon to deliver un-ordered goods to the home of Arthur Kaiser, who as it happens, is an employee of the Haka Bakery in Milwaukee. The bakery goods delivered to the Kaiser home were wedding cakes—one from Goeb's Finer Bakery, another from Vann's Pastry Shop and a third from Pete's Home Bakery. To Peter Pfaff it was the second time that someone had called to deliver a wedding cake to a home where no such event was contemplated. Some time ago hundreds of customers entered his shop also demanding their free bags of cookies. The customers told Pete that they had received phone calls stating that the first 150 customers would get the cookies. Police have no clues as to the culprit.

Feed Grain Subsidy for Northeast Area Sought

WASHINGTON—A feed grain subsidy for poultry farmers in the Northeast deficit area has been requested by a delegation of poultry producers from New Jersey and Connecticut and has been followed with the introduction of bills which would legalize sales of feed grains by the Commodity Credit Corp. from its stocks.

The purpose of these bills generally is to permit the poultrymen in the deficit areas to buy CCC feed grain stocks at a price which would represent a favorable feeding ratio between the feed commodity and the egg and poultry products.

It is not believed that any of these measures will receive attention from the House Agriculture Committee at this session of Congress.

26th Annual Meeting of ASBE to Hold Spotlight Next Week

CHICAGO — Bakery production men, cereal chemists and representatives of management will convene in Chicago next week for the 26th annual meeting of the American Society of Bakery Engineers. The sessions are scheduled to be held at the Edgewater Beach Hotel March 6-9.

Program plans for the meeting have been under the direction of Charles E. Riley, Brolite Co., Chicago, with J. S. Devanny, International Milling Co., Chicago, serving as his assistant.

All space at the Edgewater Beach Hotel for the period of the meeting has been reserved and advance indications point to a very large attendance.

Features of the opening session the morning of March 6 will include the reports of Harold T. Moody, Ralphs Grocery Co., Los Angeles, ASBE president, and Victor E. Marx, American Dry Milk Institute, Inc., ASBE secretary-treasurer. M. Lee Marshall, Continental Baking Co., New York, chairman of the board of governors of the American Bakers Assn., will also address the session.

Inspirational speaker at the opening session will be the Rev. Harvey Hahn of Dayton, Ohio.

Costs to Be Discussed

The afternoon session of March 6 will be devoted to the general subject of costs of producing bakery products and the factors which affect it. Program participants include Peter G. Pirrie, Bakers Weekly, New York; Arthur Cordes, William Freihofer Baking Co., Allentown, Pa., and Martin Eisenstaedt, American Stores Co., Philadelphia.

The program for the morning session of March 7 will include a discussion of sanitation by John A. Wag-

FATHER'S DAY POSTER—The official 1950 Father's Day poster, shown above, offers a good tie-in for commercial bakers. Mothers and daughters will be encouraged to give a cake to dad on Father's Day this year, June 18. The poster, according to an announcement by Alvin Austin, executive director of the Father's Day Council, will show a family scene with dad receiving a cake from his daughter. Looking on approvingly are mother and brother. The full-colored canvas is the creation of E. F. Ward, noted poster illustrator. The poster will be available at cost for showing in retail stores throughout the nation well in advance of June 18. It is in four colors and in many sizes. Further information is available from the Father's Day Council, 50 E. 42nd St., New York 17.

ner, American Stores Co., Baltimore. The second topic deals with white bread, sponge and dough development, given by M. J. Swortfiguer, Kroger Co., St. Louis.

The annual business meeting of the society, including the election of officers, will take place at the morning session of March 7.

The final topic of the session will be based on fundamentals, including the action of basic ingredients on sponge doughs and their effect on the resulting bread. This will be given by Dr. Paul P. Merritt, Red Star Yeast & Products Co., Milwaukee.

The first of the four general subjects on the afternoon program of March 7 will be rope and mold inhibitors as they affect bread flavor, dough fermentation and a comparison of inhibitory powers under various conditions. This will be discussed by Elmer F. Glabe, Food Technology, Inc., Chicago. The second general subject is the production of partially baked products covering oven temperature and baking time, fermentation of doughs, and other factors to be considered, such as handling and mold. The paper will be presented by William C. Roth, Purity Bakeries Corp., Chicago. The third general heading will be the subject of rye bread production, which will be handled by Jack Tesch, Oswald Jaeger Baking Co., Milwaukee. The fourth and final subject on the session will be the selection, types and installation of bakeshop floors, by E. F. Sperling, Helms Bakeries, Los Angeles, followed by a talk on the care, treatment and maintenance of bakery floors by J. B. Jassoy, Regan Bros. Co., Minneapolis.

Personnel Methods

A special presentation by professional industrial psychologists of Chicago on the general subject of personnel selection and evaluation will be the feature of the morning session of March 8. Participants will be Dr. Robert N. McMurry, Ira B. Cross, Jr., and Mrs. Katherine S. Miller.

An afternoon session March 8 and morning and afternoon sessions March 9, program plans for which have not yet been released, will bring the meeting to a close.

The annual "engineers' dinner" is scheduled for the evening of March 6 and the "early birds' breakfast" is planned for the morning of March 8. The baked foods display will be presented the evening of March 7.

The baking school alumni of the American Institute of Baking will hold a dinner meeting the evening of March 7. Luncheons are planned by the Dunwoody Baking School alumni March 6, by the Siebel Institute alumni and by Canadian ASBE members March 7 and by the American Association of Cereal Chemists March 8.

—BREAD IS THE STAFF OF LIFE—

OKLAHOMA GROUP PLANS WHEAT EDUCATION WORK

OKLAHOMA CITY — Plans for wheat educational work between now and the 1950 harvest were discussed by the board of directors of the newly organized Oklahoma Wheat Research Foundation at a meeting here Feb. 17. Permanent headquarters for the foundation were established at 312 Hightower Bldg. in Oklahoma City.

Uniform and voluntary contributions to the foundation as approved by the directors included one mill for each bushel of wheat marketed by producers and one tenth mill for each bushel handled by country elevators, terminal elevators and flour mills. Funds for temporary financing until collections of contributions are started on the 1950 crop were arranged for to take care of publication and operating expenses.

The next meeting of the directors was set for March 24 in Oklahoma City.

—BREAD IS THE STAFF OF LIFE—

FRANTZ APPOINTMENT

PITTSBURGH—Charton C. Frantz, president of Frantz Industries, has announced the appointment of Paul J. O'Rourke as merchandising director of the "magic yeast" division of Frantz Industries. Mr. O'Rourke has been associated with the Frantz company for the last six years in the merchandising capacity.

TWOFOLD LOAF—This twofold loaf of bread makes an effective and tempting looking package. Recommended by the Sylvania division of the American Viscose Corp. as a packaging suggestion for the bakery trade, it offers many sales possibilities. The twin loaves are individually sealed, one in a printed opaque wrap, the other in cellophane and the entire loaf is overwrapped in cellophane. Aside from the fact that this type of bread package keeps one loaf fresh while the other is being consumed, it also offers the opportunity of promoting two different kinds of bread in a single package, a trend that is gaining acceptance.

HEARINGS ON EXTENSION OF ECA ACT OPEN IN CONGRESS

Request for $2.95 Billion Cited as "Rock-Bottom" Figure —Act Has Strong Administration Endorsement —Protective Clauses Urged

WASHINGTON—Hearings on the extension of the Economic Cooperation Administration Act for another year started under strong administration endorsement as Sen. Tom Connally (D., Texas) and chairman of the Senate Foreign Relations Committee, asserted that the ECA request for $2.95 billion was a rock-bottom figure.

Paul Hoffman, ECA administrator, opened the hearings in the Senate committee with an appeal for an extension of his agency for another year with a grant of an additional 3.15 billion dollars, which would consist of $2.95 billion in new funds plus authorization to disburse $150 million remaining of last year's grant money. Observers believe that Congress will not cut the ECA budget sharply below the amount requested by Mr. Hoffman, but they would not comment on the possibilities of a congressional earmarking of the agricultural aide of the ECA budget to disbursements only within the U.S. when agricultural surpluses existed. Such a mandate would eliminate the ECA financing of U.K. purchases of Canadian wheat when ECA money was used.

The struggle over a continuation of ECA for another year is loaded with substantial points of opposition, however.

Unemployment at Peak

Domestic unemployment is at its highest peak since the ECA program was initiated. Eastern congressional representatives from industrial areas see the ECA goal, as explained by Mr. Hoffman, as building up competitive imports of textile and manufactured goods which will create further unemployment in broad industrial areas, it is feared. Mr. Hoffman himself admitted that the planned increase of European exports to the U.S. by $1 billion in the next year will bring hardship to some domestic industries and agreed that some provision must be made to compensate for it. Just what form this compensation would take has not been set forth clearly by ECA.

Another point of dispute over ECA is the reluctance of the U.K. to assist in the ECA plan of a western European economic union. The results of the recent British elections do not cast much new light on the U.K. attitude, nor does the outcome of these elections appear to have changed the attitude of Congress to ECA. Opponents of ECA, on the grounds that the reconstruction agency had financed British Socialism, now declare that ECA financed the British Labor party victory.

Diminishing Market a Factor

While the prospects of increasing unemployment at home after the full impact of European exports is felt in domestic markets, is a major stumbling block for ECA supporters—even a previously stout advocate of ECA, Sen. Henry Cabot Lodge (R., Mass.) is now expressing caution over the trends—the diminishing European market for agricultural surpluses may be an even more troublesome factor in the ECA discussions.

Wheat state senators have already expressed dissatisfaction with the ECA financing of the Anglo-Canadian wheat contract. Last session the Senate tried to write into the ECA appropriation act a mandate that funds for agricultural surpluses must be spent for the purpose for which they were requested and then only from U.S. production, otherwise the money would be blocked for other purposes.

Substantial improvement in western European agriculture as a result of ECA operations indicates further decrease in demand for U.S. agricultural surpluses and is likely to arouse resentment within U.S. congressional ranks, since a declining European market- forecasts further crop restrictions on our major crops. Efforts to make ECA a mere dumping ground for U.S. surpluses will meet bitter opposition from ECA leaders who insist that the major Communist source of criticism has been levelled at ECA as a vehicle to dispose of commodities which we cannot use at home.

The ECA path through Congress looks like a rocky road, but despite these major bastions of opposition it is doubtful that Congress can make any substantial turning back at this stage of the ECA operation and it may serve Republican opposition interests best to permit ECA to run its course and threaten employment at home as European imports curtail employment in many domestic industries.

—BREAD IS THE STAFF OF LIFE—

Grain Men Renew Attack on Co-ops' Tax Exemptions

WASHINGTON — Attacks on alleged cooperative farmer organizations' exemption from federal taxation were renewed here last week when Elton Kile, Ohio grain warehouseman, appeared before the House Ways and Means Committee, which is currently studying revision of the federal tax laws.

Joining in the private trade attacks on the co-ops with Mr. Kile was Austin W. Carpenter, representing the Eastern Federation of Feed Merchants.

Mr. Kile stressed the issue that in the grain warehousing industry cooperatives were making a large part of their earning from government owned grain, yet the cooperative principal was exempt from taxes which the private warehousemen had to pay.

The House Ways and Means Committee has undertaken a broad study of the tax situation and has made no decision as to probable action. The most hopeful change that can be expected from this Congress in regard to the tax laws is the possible removal of the excise charges on transportation and communications. It is predicted that the committee is merely making a courtesy gesture to the other opponents of the present tax situation by hearing their plaints.

Wheat Sale to Portugal Expected

2.3 MILLION BUSHELS MAY BE TAKEN BEYOND ECA QUOTA

Government Officials Doubt 350-Million-Bushel Export Goal for Crop Year Will Be Reached; Italian, Belgian Buying Lag Forecast

By JOHN CIPPERLY
Washington Correspondent of The Northwestern Miller

WASHINGTON—Wheat purchases from the U.S. of approximately 2,350,000 bu. by Portugal outside terms of the International Wheat Agreement were forecast by informed government quarters this week after the Economic Cooperation Administration issued a procurement authorization to that country for $2,296,000 for wheat and $224,000 for wheat flour.

The procurement contract period for this authorization is through July 31, 1950, indicating that this current authorization will be purchased under provisions of the wheat pact and appears to complete the guaranteed Portuguese purchase quota.

The present Portuguese import quota under IWA is 140,000 tons of wheat, but it is asserted that Portugal will need an additional 60,000 tons this year and plans to make the procurement in the U.S. Portugal does not intend to ask for any increase in its IWA quota, preferring to hold its guaranteed purchases to their present level.

This indicates that Portugal will be in the U.S. market for approximately 2,350,000 bu. of unsubsidized wheat between now and June 30 in addition to the present outstanding ECA procurement authorization.

Doubt 350 Million Total

While government sources announced this news, they cast considerable doubt that either the IWA export quota or the 350-million-bushel wheat export expectations of the U.S. would be fulfilled this year.

The front office at ECA declines to admit that the 350-million-bushel wheat export goal is unattainable. This official says that bits and pieces of wheat shipments can round out this export prospect. For example, some unexpected demands are appearing, including the possibility that Denmark will shortly be announced as a claimant for wheat under ECA financing. This official, while admitting the doubtful aspects of the wheat export target says that odds and ends of requirements which make their unexpected appearance makes it too early to discount the possibility of a 350-million-bushel export by June 30.

These twin doubts were attributed to the improbability that either Italy or Belgium will need the amounts of wheat still unfilled in their IWA wheat import guarantees. These government officials say that the total need of these nations outside their indigenous production is not likely to be not more than 15 million bushels while their unfilled import commitment is approximately 45 million bushels. Belgium is unlikely to take any part of its remaining 10-million-bushel quota except at the floor price of the wheat pact range, and the same condition is said to apply to Italy except for an additional requirement of 15 million bushels.

According to the latest reports on sales under the IWA the marginal importers are slowly completing their guaranteed imports—at least those which represent normal U.S. markets for flour. India is the first of the large scale importers to close out its guaranteed import quota.

Other nations with large unfilled import quotas which will probably be listed under U.S. sales are the western European nations financed by ECA dollars.

Takes Over Subsidy

To avoid any conflict in financing the wheat pact subsidized sales in the present IWA year it has been learned that ECA will henceforth limit its contract period for procurement to July 31, 1950. Although the ECA fiscal year ends June 30, 1950, that agency can extend its contract procurement period beyond the end of its fiscal year. However, it does not intend to run its contract period over Aug. 1, 1950, when ECA will take over the burden of the IWA subsidy.

At the last session of the 81st Congress it was decided that through July 31, 1950, Commodity Credit Corp. would bear the cost of the subsidy but after that date the next ECA appropriation would carry the subsidy expense. Under these circumstances ECA officials have determined to prevent any conflict by closing out their procurement authorization contract periods July 31, the terminal date of the IWA crop year.

In transferring the IWA subsidy cost to ECA, Congress is hiding this charge on U.S. agricultural programs in a foreign aid program.

Registry of sales of wheat and wheat flour continue sluggish as far as the U.S. is concerned, and according to trade judgment this condition is not likely to be corrected under the new subsidy policy announced at CCC last week.

CCC has adopted a differential subsidy policy for different shipping periods, apparently with the purpose of equalizing the effect of the subsidy over the IWA crop year. This policy has the net effect of deterring forward selling on the part of the grain exporters and is contrary to the ordinary export sales practices, they say.

The adoption of this policy is attributed to an effort on the part of certain export interests to register sales at prices lower than the wheat pact floor at Gulf ports.

The first change in the subsidy pol-

(Continued on page 16)

Philippines' Entry Into IWA Seen Hiking U.S. Sales

Ratification of the International Wheat Agreement recently by the Philippines government has been greeted in the U.S.—and on the Pacific Coast particularly—as an indication of a possible increase in flour exports.

With subsidies available for shipments to the Philippines, U.S. mills are expected to be in a more nearly competitive position with Australia and Canada, with its Class 2 sales.

Pacific Coast mills have been running at about 50% of capacity because of the loss of markets including the Philippines to Canada and Australia.

Although the Philippines' entry into the pact may spur U.S. exports, it has been pointed out that part of the market for the U.S. was reduced by Canadian Class 2 sales made prior to the Philippines' ratification of the agreement. And, if the U.S. is to find a large outlet in the Philippines, it is expected that a policy will have to be formulated to bring flour prices in line with Canadian Class 2 wheat.

—BREAD IS THE STAFF OF LIFE—

EMPLOYEES WIN CLOCKS FOR RECORD OF SAFETY

BUFFALO—Each of the 600 employees in the Buffalo cereal plant of General Mills, Inc., was recently presented with an electric clock as a reward for their part in setting a plant safety record which is said to be unequalled in the grain processing industry. The company reported there were only two lost-time accidents in 1949 during 2,520,000 man-hours of work. This record won the company safety contest among 38 General Mills plants. Neil A. Madigan, safety director of General Mills eastern division, presented the awards.

Orient Not Likely to Provide Large Market for U.S. Wheat

WASHINGTN—The U.S. Department of Agriculture mission to the Far East to explore export potentials for U.S. wheat and flour discloses nothing of a bullish nature and confirms earlier reports published in The Northwestern Miller to the effect that there is no large market for the U.S. in that area at this time.

The major Far East market for U.S. wheat apparently continues to be Japan, for which purchases are financed by U.S. Army funds. At the present time there is an effort on the part of the army to include Japan in the International Wheat Agreement, primarily to reduce the army's budget costs for this commodity. The entry of Japan into the IWA has been opposed by the U.K. unless this wheat is earmarked for U.S. origin.

The Philippine market is mentioned as a probable demand factor in U.S. sales, but there is failure to mention the fact that, with Canada offering a Class 2 price outside the IWA, part of the market for the U.S. is reduced by sales made prior to the ratification of the IWA by the Philippine national legislature.

The Philippines are now eligible for subsidies under the pact—which is expected to help increase U.S. sales to that country.

The USDA committee reports a market potential for wheat in the Far East at 90 to 120 million bushels. With Japan accounting for 50 million bushels of this total, it may be seen that the other large market will be the Philippines if the U.S. can formulate a policy which will bring its flour prices in line with Canadian Class 2 wheat.

Grain Supplies in 4 Principal Exporting Countries Show Gain

WASHINGTON—Grain supplies as of Jan. 1 in the four principal exporting countries—the U.S., Canada, Australia and Argentina—have been estimated by the Office of Foreign Agricultural Relations at the high level of 162 million short tons.

The increase in the current supply is especially marked for feed grains because of the substantial increase in U.S. stocks of corn, OFAR says.

Supplies of barley and oats were somewhat below average, as well as below the high 1949 level for the four countries, mainly because of reduced stocks in the U.S. and Canada.

Wheat Supplies Up

Wheat supplies were slightly above the large 1949 total and well above average as a result of increases in the U.S. and Australia.

Total grain supplies were smaller than average in Argentina, but above average in Australia.

The total supply of 162 million tons of grain in the four countries is about 16% above the average of the past five years but only slightly above the large 1949 supply. Reduced supplies of barley and oats reflect the smaller production and continued heavy feeding in the U.S. and Canada. The large corn stocks in the U.S. assure ample supplies to maintain feeding requirements in this country, with surpluses for export. Shipments of corn to Canada have been larger than usual, supplying feed for eastern areas hard hit by drouth.

Exports of barley and oats from North America during the second half of 1949 show a substantial decline, while corn exports from the U.S. were double the July-December 1948 exports.

The improved supply position in European countries, along with exchange difficulties, contributed to the decline in export of wheat.

U.S., Canadian Exports Down

Exports of all grains from the U.S. and Canada during the six

months ended December, 1949, amounted to 12.2 million short tons, only 68% of the exports during the corresponding period of 1948. The U.S. shipments represented about 63% of the total from North America during the current period, compared with 80% of the total for the last six months of 1948.

Exports from Australia were larger than normal, amounting to about 1.9 million short tons for the six months. Argentine shipments in contrast continued on a downward trend, totalling 1.8 million short tons compared with 2.3 million tons for July-December, 1948, and a prewar average of 5.8 million tons.

Supplies considered in this survey include estimates for the harvest of small grains still in progress during January in Argentina and Australia, as well as the stocks of old grain remaining from preceding harvests. The Argentine corn supply, however, like supplies of all grains in Northern Hemisphere countries, is exclusively old crop grain remaining from past harvests. (The corn harvest in Argentina normally gets actively under way in April.)

U.S. Stocks Larger

Stocks of the five grains in the U.S. Jan. 1 were 125.7 million short tons, 24% above the average of the past five years but only 3% more than the large stocks at the beginning of 1949. Reduced stocks of oats and barley are more than offset by the large stocks remaining from the record corn crop this year and the near-record crop last year.

In Argentina, supplies of grain at the beginning of the current year were indicated to be slightly less than a year ago and also were below the average of the past five years. Changes in supplies from a year ago were small, fluctuating from 5 million bushels less for wheat and corn, to a 5-million-bushel increase for oats. Lacking official data, estimates are based on the best unofficial information available.

Supplies in Australia were estimated at 7.5 million short tons compared with 7 million tons at the beginning of 1949. The current supplies are about 30% larger than the average for the past five years. Production of the third successive large crop in 1949-50 accounts for the continued high level of wheat supplies, despite a heavy export program. Wheat, representing about 85% of the total grain supplies, was placed at 215 million bushels compared with 205 million at the beginning of 1949 and the average of 162 million bushels for the past five years.

—BREAD IS THE STAFF OF LIFE—

GMI PLANS ADDITION TO ELEVATOR AT EL RENO

EL RENO, OKLA.—Bids are being taken on a 400,000-bu. addition to the grain elevator of the General Mills, Inc., plant at El Reno. The mill now has an elevator capacity of 650,000 bu.

It is expected that the project will be completed in time for new wheat movement in June.

The improvements at the El Reno plant also include enlarged facilities for unloading grain trucks. A sheet-metal warehouse will be torn down.

—BREAD IS THE STAFF OF LIFE—

JOINS BAY STATE STAFF

WINONA, MINN.—Ray DePaulo, Charleston, W. Va., former manager of Hon-E-Bun Bakery of Charleston, has joined the sales organization of the Bay State Milling Co., Winona. Mr. DePaulo will represent the company in the state of West Virginia.

CHASE CONFERENCE—Managers and sales managers of the factories and sales offices of the Chase Bag Co. convened at the Edgewater Beach Hotel in Chicago recently for the company's annual management conference. R. N. Connors, vice president and general sales manager, led discussions of company functions, and F. H. Ludington, president, called attention to the strides made in packaging each year. The illustration above shows those attending the conference: Left to right, front row, G. N. Burns, W. N. Brock, E. K. Ludington, Jr., C. S. Sheldon, Mr. Ludington, Mr. Connors, K. H. Stevens, R. V. Bradley. Second row: J. R. Hale, F. Gross, J. E. Becker, J. P. Grady, J. J. Gerhard, J. W. Wells, G. H. Christian, J. C. Washburne, F. E. Hall, A. W. Lane, A. A. Glatz, P. L. Ullman. Third row: J. H. Connes, J. P. Falconer, C. T. Crandell, A. C. Ogden, F. H. Ludington, Jr., R. H. Farnham, J. A. Brewster, R. G. Bullock, C. R. Becker, Jr., B. Deutsch, J. F. Widlar, H. C. Hancock, J. M. MacDonald, A. J. Kirkpatrick. Top row: J. D. Cramer, W. K. Woods, R. R. Kork, W. J. Muller, G. E. Connell, R. J. Stevens, W. J. Newhouse, G. K. Whyte, R. H. Ayers, E. R. Bolman, A. H. Nuhn, R. H. Newbill and R. Franz.

Germany, Japan Expected to Gain Entry to IWA

LONDON—The chances of Germany and Japan obtaining admission to the International Wheat Agreement are still rated good by informed observers in close touch with council affairs in London. The optimism previously voiced is being maintained despite the continued opposition of the British and the critical views attributed to John McEwen, Australian minister of commerce and agriculture.

Mr. McEwen has stated that Australia will take the strongest possible stand against the admittance of Germany and Japan when the next meeting of the council, provisionally scheduled for March 13, takes place. He stated that the proposed terms of admittance would discriminate exclusively against Australia, as the only sterling seller of wheat within the agreement.

The Australians do not specially wish to facilitate sales to either country, Mr. McEwen added. It was Australia's standing policy to give the U.K. and the British commonwealth countries the first offer of as much wheat as they wanted and this policy would not be altered, he declared.

Previously F. S. Teasdale, a member of the Australian Wheat Board, had declared that the terms of admission for the two applicant countries constituted a direct threat to Australian wheat farmers. He alleged that certain influential members of the consuming group wished that both Germany and Japan should limit their purchases of sterling wheat to 5 million bushels, the balance, assessed at 95 million bushels, coming from dollar countries.

This would limit Australia's selling opportunities to such an extent that Australian sales could be dominated at will by London, Mr. Teasdale declared.

British opposition might be withdrawn, it is understood, if wheat sales could be covered by some form of bilateral undertaking between exporters and importers so that the U.K. and associated countries would not be adversely affected in obtaining wheat from sterling areas.

If Germany and Japan secure admission at the next meeting of the council it is unlikely that the quotas would be operative during the current crop year. Any arrangements made will be effective in the new crop year, according to observers.

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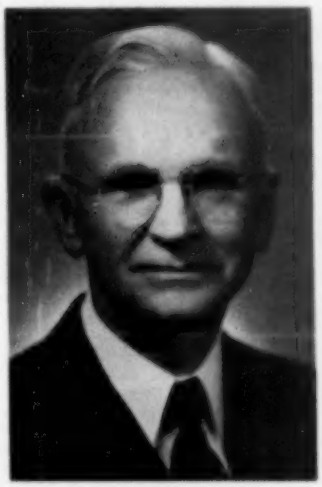
F. D. KING TRANSFERRED

TORONTO—F. D. King, Robin Hood Flour Mills, Ltd., was recently transferred to Montreal where he has assumed the position of Newfoundland sales manager.



GENERAL CHAIRMAN—James S. Chase, Golden Krust Baking Co., Manhattan, Kansas, is general chairman of the committee in charge of the new Heart of America Bakers Convention, which will take place in Kansas City at the Hotel President, April 23-25. The convention will be a combined meeting of Arkansas, Kansas, Missouri, Nebraska and Oklahoma associations. Mr. Chase is head of the Kansas association.

Plans Under Way for Five-State Bakers' Convention

KANSAS CITY—Plans are well under way for a new style bakers' convention that may set a pattern for the nation. The Heart of America Bakers Convention, scheduled for Kansas City, April 23-25, is a combined meeting of the Arkansas, Kansas, Missouri, Nebraska and Oklahoma state bakers' associations.

Progress already has been made in the development of an outstanding program. Among the speakers will be M. Lee Marshall, chairman of the board of the Continental Baking Co., New York, and a prominent figure in national association work for many years. Mr. Marshall is presently chairman of the American Bakers Assn.

Retailers' Sessions

There will be special sessions for retail bakers and a schedule of baking demonstrations is being arranged. The demonstrations will feature new ideas in formulas and make-up of wide variety of bakery goods.

The wholesale sessions will feature outstanding addresses on both merchandising and production problems.

The convention headquarters have been established at the Midwest Bakers Allied Club, Suite 211, Hotel President, Kansas City. Hotel reservations should be made to the club headquarters as soon as possible.

The state association officials who comprise the committee in general charge of the affair are as follows: James S. Chase, president, and Larry J. Felton, secretary, Kansas Bakers Assn.; Harry J. Shipley, president, and Art K. Spatz, secretary, Arkansas Bakers Assn.; Harry L. Kolbohn, president, and Fred L. Callicotte, secretary, Missouri Bakers Assn.; Jake Graamick, president, and T. F. Naughtin, Jr., secretary, Nebraska Bakers Assn., and Joseph Denner, president, and Wilbur Buskin, secretary, Oklahoma Bakers Assn. Mr. Chase is general chairman of the convention committee.

IMPROVED DOMESTIC, EXPORT DEMAND HIKES FLOUR SALES

Rise in Wheat Market Brings in Scattered, Moderate Bookings; Italy, Quartermaster Take Large Quantities in Southwest

An improvement in flour sales is noted this week, with spring wheat mills totaling up larger domestic sales and southwestern mills gaining more export bookings. The advance in the wheat market last week brought in a number of domestic buyers who have been delaying their purchases. However, most of them still lack confidence in a sustained market advance and are inclined to hold purchases to relatively near-by requirements. Family flour sales received some stimulus from a price advance, with distributors and grocery chains booking an estimated 25-day supply. A stronger millfeed market enabled mills to hold flour price quotations steady to 5¢ sack higher as wheat gained about 3¢ bu. at the peak.

ITALY, QUARTERMASTER PURCHASE FLOUR

Export business picked up substantially last week as Italy purchased round lots and the U.S. Quartermaster booked 155,000 sacks. Most of the buying was concentrated in the Southwest. The Italian buying agency acquired about 15,000 long tons of flour for the first half of April shipment. Purchases were of straights, maximum .5% ash, at a top price of $5.05, Gulf, before deduction of subsidy. The quartermaster bought .7% ash, 11% protein clears, export pack, for March 25 delivery at the Gulf. The price range was $4.36@4.55, Gulf. Other export sales were fair, as Holland continued to pick up scattered lots and Cuba bought more actively. The lower freight rate to Cuba was extended another week to March 18.

DOMESTIC SALES SLOW IN SOUTHWEST

Domestic flour business in the Southwest last week was as slow as in recent weeks, but mills booked considerable export flour. Sales averaged 44%, compared with 42% the previous week and 27% a year ago. A few large bakery flour orders were placed as one southeastern chain bought about 100,000 sacks and an eastern chain took 25,000 sacks. A tendency on the part of bakers to revert to price-date-of-shipment purchases was noted, following reports that a major chain was considering such buying. Bakers in general are skeptical of wheat trends and also are disappointed in the volume of bread sales. Inventories of flour have lasted longer than expected. Family flour sales picked up along with a price advance.

SPRING VOLUME TOPS 100%

Spring wheat mills experienced better sales last week as sales averaged 108% of four-day capacity, compared with 48% the preceding week and 31% a year ago. The turn in the wheat market resulted in better demand for flour, although there was no heavy buying into the future. The increase in volume was attributed mainly to scattered, moderate-sized bookings, ranging up to 10,000 sacks and a round lot purchase by a chain baker. Family flour sales, spurred by a price advance, also accounted for some of the increase. Shipments from mills also picked up substantially, averaging 93% of four-day capacity.

EASTERN FLOUR SALES DECLINE

Sales at New York dropped off, with buyers remaining out of the market or limiting purchases to small amounts. Hand-to-mouth buying prevailed even though contracts on the books are light. Bakery sales were reported small, although colder weather and Lent were expected to boost consumption. Family flour sales were improved preceding a price advance. Sales of flour at Buffalo were smaller than expected in view of the threatened curtailment of mill operations and transportation because of the coal strike. Buyers who are not stocked far in advance, continued to book only nearby requirements.

The market at Philadelphia remained quiet, and bakers continued to be reluctant to buy much beyond nearby needs. One or two large buyers were reported making inquiry, but no sales materialized. Retail sales of baked goods remained disappointing, with unemployment caused by the coal strike blamed at least partly. Export business also was light. The coal strike continued to overshadow all business in the Pittsburgh area, including baking operations. As a result, sales of bakery flour have been limited, although family types moved in good volume. Buyers made commitments for short periods only.

At Boston, trading was reported very light, with buyers generally indifferent to offerings at prevailing prices. There was some buying for replacement purposes, but the volume was limited. Some large buyers are reported ready to reenter the market.

CENTRAL STATES' INTEREST VARIES

Little business was reported at Chicago as the stronger market limited buying interest. Hand-to-mouth buying continued to be the general practice of bakers. Shipping directions were fair to good. Family flour business picked up the latter part of last week, and substantial buying was predicted for this week. Moderately good sales in all classes of flour were reported by mills at St. Louis. Shipping directions remained very heavy. Central states mills said buyers continued to hold off, although there was some interest in prices for shipment as far ahead as 120 days. Strength in the market, it is believed, may induce some buyers to enter the market actively.

SOUTHERN FLOUR BUYERS CAUTIOUS

In the South, flour interest was limited despite stronger quotations. Buyers at New Orleans refused to adjust their price ideas in line with the trend in the wheat market, and the small volume of business was confined primarily to hard winters and to nearby shipment. Mills are asking a price premium on sales beyond 30 days, but buyers are holding their purchases to within this period. Shipping directions were fairly good, but stocks on hand showed a slight increase.

OUTLOOK BRIGHTER IN PACIFIC N. W.

Prospect for export flour sales in the Pacific Northwest brightened considerably with the signing of the International Wheat Agreement by the Philippines. Once the subsidy is put in operation mills in this area will be in a more favorable position to meet Canadian and Australian competition for this market. Domestic business picked up in the area as flour prices advanced.

FLOUR PRODUCTION SHOWS DECREASE

Flour production shows a decrease of 62,134 sacks from the preceding week. Output of the mills reporting to The Northwestern Miller, representing 72.6% of the total flour production in the U.S. during November, the latest month for which census figures are available, amounting to 3,252,448 sacks compared with 3,314,582 in the previous week and 3,528,883 in the corresponding week of a year ago. Two years ago the figure was 3,586,696 and three years ago 3,980,257 sacks. There was an increase of 16,000 sacks in the flour production of the North Pacific Coast while production decreased in all other sections: Northwest, 10,000 sacks; Southwest 43,000; Buffalo, 17,000; Central and Southeast 9,000.

Detailed reports of sales activity in the principal flour markets in the U.S. will be found on page 37.

—BREAD IS THE STAFF OF LIFE—

Semolina Buying Still Confined to Manufacturers' Replacements

New sales of durum granulars and semolina are reported relatively slow again this week, continuing in about the same volume as in the past few weeks. Some scattered replacement buying was conducted on the market advance, but the total business was not large.

Manufacturers of macaroni and noodle products were reported by eastern trade sources to be experiencing an increased demand for their goods. This was attributed to colder weather and the approach of the Lenten season, including a drive launched by grocers to push sales of macaroni products for the Lenten period.

Manufacturers, however, are fairly well booked for at least near-by requirements, and their purchases of raw materials did not fully reflect the apparent expansion in sales of packaged goods. Shipping directions continued at a fairly good rate, although not quite as heavy as the previous week. Operations of durum mills last week averaged 81%, compared with 87% the previous week.

Premiums on fancy milling quality durum wheat declined 1¢ as the May future advanced about 3¢, resulting in a 2¢ increase in the cash wheat market. Premiums Feb. 27 were 12@13¢ over May. Quotations on standard semolina advanced 5¢, ranging $5.85@5.90 sack, bulk, Minneapolis, Feb. 27.

Durum wheat prices delivered at Minneapolis, Feb. 25, were as follows:

Fancy 1 Hd. Amb. or better	$2.31¾@2.33¾
Choice 2 Amber or better	2.27¾@2.30¾
Choice 3 Amber or better	2.20¾@2.24¾
Medium 2 Durum or better	2.24¾@2.27¾
Medium 3 Durum or better	2.16¾@2.20¾

DURUM PRODUCTS OUTPUT

Durum products output as reported to The Northwestern Miller by mills representing approximately 100% of the total U.S. durum capacity, in sacks with comparisons; percentages of capacity based on six-day week:

	6-day wk. No. mills	Wkly. capacity	Wkly. production	% of capacity
Feb. 19-25	12	222,000	[illegible]	81
Prev. week	12	[illegible]	*[illegible]	87
Year ago	12	[illegible]	[illegible]	77

	Crop year production
July 1, 1949-Feb. 25, 1950	[illegible]
July 1, 1948-Feb. 26, 1949	[illegible]

*Revised.

MILLFEEDS CONTINUE TO SHOW STRENGTH

Prices on Bran Advance $1.50, on Red Dog $1 Ton; Supplies Well Cleaned Up

Millfeed values continued to advance last week, and even the usual week-end easiness did not interfere with the generally strong tone of the market. Supplies are well cleaned up, and demand is active. Bran is quoted $1.50 ton higher, compared with a week ago, and heavier millfeeds are up $1 ton.

Demand for formula feed last week in the Southwest ranged from fair to good. Hog feed sales were good and poultry feeds, including chick starters, were showing some improvement. Dairy cattle feed is fair to good. Formula prices were unchanged to a shade stronger this week, the strength being shown in hog concentrates.

The index of wholesale feedstuffs prices for the country as a whole, compiled by the Production and Marketing Administration, stood at 203.1 as of Feb. 22, up 2 points for the week. The feed grain index was 187.1, up 1.5 points.

Improvement in broiler meat prices to a point around the normal for this time of the year was encouraging to the broiler industry. Sales of feed in the broiler area were lagging through the past two months.

Formula feed business continues fairly active in the Northwest, with a pick-up in dairy demand and slightly larger outgo of chick feeds and turkey starters mainly responsible for the improved volume.

Dairy feed business, reported by some manufacturers as somewhat behind last year's volume, now appears to be approaching more normal levels. While producers are starting chicks and turkeys a little later this year, demand for feed now is showing more promise. The government report of a larger chick hatch in January than in the previous January is encouraging to feed manufacturers.

Sales of hog feeds continue to lag behind usual expectations.

Millfeed production by mills, in the Northwest, the Southwest and at Buffalo, representing 75% of the combined flour milling capacities of those areas amounted to 49,545 tons last week, according to figures compiled by The Northwestern Miller. Production for the current week compares with an output of 50,844 tons in the week previous and 51,818 tons in a similar period a year ago. Crop year production to date totals 1,740,888 tons as compared with 1,951,093 tons in the corresponding period a year ago.

Wheat Markets Show New Burst of Strength

Prices Ease After 2@3c Gains on Heavier Exports, Extensive Short Covering

Wheat prices early this week were somewhat easier after a series of sharp advances late last week which brought quotations near the peaks reached last December. The promise of expanded export business in addition to buying consummated during the week and considerable short covering contributed to the strength. Cash wheat prices in general responded to the same factors influencing the futures, and in addition were boosted by the limited receipts. Futures posted net gains of 2@3¢ bu. for the week, with the exception of Chicago March, which is about unchanged, thereby narrowing the unusual gap between it and the May future.

Closing quotations for wheat futures at leading markets Feb. 27 were: Chicago—March $2.21, May $2.13¼@2.13⅜, July $1.93⅝@1.93½, September $1.94¼@1.94⅜, December $1.96; Minneapolis—May $2.18⅛, July $2.10⅜, September $1.98⅜; Kansas City—March $2.21¾, May $2.09, July $1.89¼, September $1.89⅜.

Exports Gain

Lifting of hedges against export sales of wheat and flour provided much of the stimulus to markets last week. Italy purchased a substantial quantity of flour and was expected to be in the market for wheat this week. Other prospective large wheat purchases are expected by Great Britain, Holland and Norway. The U.S. Quartermaster Purchasing Office booked some 155,000 sacks of flour for export Feb. 26.

Meanwhile, the stronger price basis failed to increase marketings of cash wheat to any great extent as producers continued to hold out for the loan price plus accrued charges. Premiums generally held firm as the futures gained.

Trade reports still cast considerable doubt that the U.S. will reach its crop year export goal of 375 million bushels of wheat or the International Wheat Agreement quota of 168 million bushels. The revision in the subsidy program providing lower subsidies for sales in deferred positions is said to be acting as a deterrent to sales rather than a stimulant. It is pointed out that it would take weekly clearances of 7 to 9 million bushels for the remainder of the crop year to reach the export goal.

New crop futures were strengthened by forecasts of dry weather in the Southwest and reports of insect infestation.

Cash Fluctuates

The cash wheat situation at Minneapolis showed no material change as prices fluctuated in line with the futures. Receipts were somewhat smaller, totaling 821 cars at Minneapolis and 753 at Duluth. Demand on the average was fairly active, with mill buying being supplemented by renewed inquiry from elevators and shippers. The different grades and qualities traded in about an unchanged premium range with ordinary protein 1 DNS wheat quoted at 4@5¢ over May. Twelve per cent protein was quoted at 7@9¢ over, 13% protein 8@11¢, 14% protein 12@15¢, 15% protein 16@19¢, 16% protein 20@24¢ over the May price. The average protein content of the hard red spring wheat tested during the week was 13.91% and the durum 12.79%.

Trade in the cash durum market was somewhat on the slow side, but with offerings not particularly large prices remained in about unchanged to slightly higher; No. 1 and 2 hard amber durum fancy milling quality continued to go at 13@14¢ over the May price. No. 1 and 2 amber durum of choice milling quality 7@12¢ over and No. 1 and 2 durum of medium milling quality was 2@9¢ over, and No. 1 red durum nominally 6@7¢ under May.

The following table shows the approximate range of cash spring wheat values at Minneapolis, Feb. 25:

For Dry Sound Wheat

1 DNS or NS 58 lb.	$2.23⅛@2.24⅛
12.00% Protein	2.25⅛@2.27⅛
13.00% Protein	2.26⅛@2.29⅛
14.00% Protein	2.30⅛@2.33⅛
15.00% Protein	2.34⅛@2.37⅛
16.00% Protein	2.38⅛@2.41⅛

1¢ Premium for Heavy
Grade Discounts

Test weight—1¢ each lb. to 58 lb.
Damage—1¢ each 1 to 1% over 2%.

S.W. Prices Reach Peak

Disregarding bearish performances by wheat in February of 1948 and 1949, ordinary and medium protein dark and hard winter wheat moved to the top of the market for the current crop year last week in Kansas City. 1950 tightness was due to the lack of free wheat since much of the crop is involved in the government loan program or is being held back for better returns by the producers. However, some of the strength was lost Feb. 27 when premiums tumbled ½¢ bu. under the influence of better weather conditions, somewhat enlarged receipts and poorer demand. Until Feb. 25 ordinary premiums held to 16½@19¢ over the May future, 12% protein was 16½@19½¢ over May and 13% protein 16½@21½¢ over. The market closed Feb. 27 at 15@17¢, 15@17½¢ and 15@19½¢, respectively, after the break. The May future surged to $2.10 before coming back to $2.09 Feb. 27. The crop year high for the ordinary protein side of the range of cash prices was $2.25 Feb. 25. By the close Feb. 27 the range had dropped to $2.24@2.34½. Before the break the cash market came within 4@5¢ of a level which the trade predicted would have jarred loose a considerable amount of wheat from the country.

The following table shows the approximate range of cash wheat prices at Kansas City, Feb. 25, protein content considered:

No. 1 Dark and Hard	$2.25@2.34¼
No. 2 Dark and Hard	2.24@2.33¼
No. 3 Dark and Hard	2.21@2.32¼
No. 4 Dark and Hard	2.18@2.29¼
No. 1 Red	2.29@2.31¼
No. 2 Red	2.28@2.31¼
No. 3 Red	2.23@2.30¼
No. 4 Red	2.19@2.27¼

At Fort Worth ordinary No. 1 hard winter wheat was reported selling Feb. 20 at $2.44@2.45, delivered Texas common points, with 13% protein at 1¢ premium. Offerings are light, with export demand good and mill buying improved.

Prices Turn Stronger

Ordinary wheat prices were up 1@2¢ bu. in the Pacific Northwest last week as buyers sought to replenish their dwindling stocks. While demands of the trade were limited, it took $2.21½@2.23 bu., basis coast, to bring wheat out of farmers' hands. This is the loan price, plus accumulated charges and a cent or two additional. Buyers are forced to make it attractive to farmers to repossess their wheat from government loans. Otherwise, no wheat. Milling demand is light, and feed manufacturers are using virtually nothing. Storage interests were forcing the price upward with their eyes set on possible government takings later.

Weather has turned seasonal. Liberal rains covered the Pacific Northwest, and warm growing rains have set in. Condition of the crop is reported good except in isolated instances.

Current Flour Production

★ ★ ★ ★ ★

A Statistical Service Provided Continuously for Readers of The Northwestern Miller for More Than Half a Century

WEEKLY FLOUR PRODUCTION, IN SACKS (CWT.)

Flour production in principal manufacturing areas by mills reporting currently to The Northwestern Miller, with relationships of production to capacity and to the total estimated output of all mills in the U.S. expressed in percentages:

	Feb. 19-25, 1950	*Previous week	Feb. 20-26, 1949	Feb. 22-28, 1948	Feb. 23-March 1, 1947
Northwest	732,136	743,084	747,184	635,848	1,072,844
Southwest	1,238,458	1,283,484	1,324,439	1,384,368	1,348,231
Buffalo	437,473	444,379	384,043	484,843	394,539
Central and Southeast	442,478	351,089	380,160	530,784	384,829
North Pacific Coast	250,811	184,336	227,048	296,852	372,983
Totals	3,202,448	3,214,343	3,038,883	3,340,880	3,888,327
Percentage of total U.S. output	72.4	72.5	73	69	67

*Revised.

	Percentage of capacity operated in 6-day week: Feb. 19-25, 1950	Previous week	Feb. 20-26, 1949	Feb. 22-28, 1948	Feb. 23-Mar. 1, 1947	Crop year flour production July 1 to: Feb. 25, 1950	Feb. 26, 1949
Northwest	71	72	72	79	102	24,137,430	38,020,893
Southwest	76	79	63	88	109	45,243,242	63,696,698
Buffalo	87	90	83	83	84	18,208,793	19,777,871
Central and S.E.	79	71	74	78	73	17,727,754	18,119,899
No. Pacific Coast	64	50	84	85	111	8,533,078	11,949,293
Totals	72	75	78	83	95	111,029,546	177,955,543

SOUTHWEST

Kansas City

	6-day week capacity	Flour output	% activity
Feb. 19-25	494,720	354,491	73
Previous week	494,720	321,966	79
Year ago	498,720	341,628	87
Two years ago	374,820	364,773	96
Five-year average			83
Ten-year average			73

Wichita

	6-day week capacity	Flour output	% activity
Feb. 19-25	118,800	86,137	73
Previous week	118,800	96,255	80
Year ago	118,800	92,794	78
Two years ago	118,800	89,270	75
Five-year average			87
Ten-year average			69

Salina

	6-day week capacity	Flour output	% activity
Feb. 19-25	100,200	78,148	78
Previous week	100,200	74,289	74
Year ago	100,200	80,992	80
Two years ago	109,250	82,898	83
Five-year average			83
Ten-year average			88

35 Representative Mills Outside of Kansas City, Wichita and Salina

	6-day week capacity	Flour output	% activity
Feb. 19-25	1,003,100	770,183	77
Previous week	1,003,100	782,344	78
Year ago	1,003,400	832,087	83
Two years ago	909,283	629,846	69
Five-year average			83
Ten-year average			78

CENTRAL AND SOUTHEASTERN

Mills in Illinois, Ohio, Michigan, Indiana, Kentucky, North Carolina, Tennessee, Virginia, Georgia and eastern Missouri:

	6-day week capacity	Flour output	% activity
Feb. 19-25	783,114	542,478	76
Previous week	783,114	*551,688	71
Year ago	780,944	590,189	76
Two years ago	748,258	590,744	79
Five-year average			71
Ten-year average			67

*Revised.

NORTHWEST

Minneapolis

	6-day week capacity	Flour output	% activity
Feb. 19-25	381,500	287,144	75
Previous week	381,380	*270,502	71
Year ago	378,900	261,384	69
Two years ago	376,200	338,195	90
Five-year average			77
Ten-year average			74

*Revised.

Principal interior mills in Minnesota, including Duluth, St. Paul, North Dakota, Montana and Iowa:

	6-day week capacity	Flour output	% activity
Feb. 19-25	611,250	436,928	72
Previous week	611,000	*471,381	73
Year ago	682,000	500,099	73
Two years ago	692,650	494,763	73
Five-year average			70
Ten-year average			63

*Revised.

BUFFALO

	6-day week capacity	Flour output	% activity
Feb. 19-25	458,000	437,473	97
Previous week	505,000	*444,379	90
Year ago	594,000	485,642	82
Two years ago	601,200	484,843	81
Five-year average			89
Ten-year average			75

*Revised.

PACIFIC COAST

Principal mills on the North Pacific Coast:

Seattle, Tacoma and Interior Washington Mills

	6-day week capacity	Flour output	% activity
Feb. 19-25	243,000	116,925	48
Previous week	243,000	*129,442	53
Year ago	243,000	169,776	67
Two years ago	223,320	174,387	84
Five-year average			82
Ten-year average			78

*Revised.

Portland and Interior Oregon Mills

	6-day week capacity	Flour output	% activity
Feb. 19-25	148,490	33,886	37
Previous week	148,400	65,094	44
Year ago	148,400	118,873	80
Two years ago	140,819	112,366	80
Five-year average			75
Ten-year average			77

MILLFEED OUTPUT

Production of millfeeds, in tons, for the current and prior two weeks, together with season total of (1) principal mills of Nebraska, Kansas and Oklahoma and the cities of Kansas City and St. Joseph; (2) principal mills of Minnesota, Iowa, North Dakota and Montana, including Minneapolis, St. Paul and Duluth-Superior; (3) mills of Buffalo, N.Y. Production computed on the basis of 72% flour extraction:

	Southwest*: Weekly production	Crop year to date	Northwest*: Weekly production	Crop year to date	Buffalo†: Weekly production	Crop year to date	Combined**: Weekly production	Crop yr. to date
Feb. 19-25	25,089	874,974	13,744	443,848	10,688	377,324	49,545	1,740,384
Previous week	25,879		‡14,349		‡10,334		‡50,844	
Two weeks ago	24,284		15,499		10,407		49,953	
1949	27,318	1,066,188	14,478	511,597	9,824	374,304	51,818	1,951,893
1948	24,834	1,067,459	16,279	604,127	9,949	357,231	54,644	2,033,917
1947	31,271	926,907	20,346	592,023	7,499	334,098	58,328	1,483,028
1946††	30,758	948,144	17,888	624,964	11,975	378,499	59,719	1,953,127
Five-yr. average	24,533	981,579	18,423	543,899	11,849	384,753	56,987	1,912,230

*Principal mills. **72% of total capacity. †All mills. ††80% extraction basis effective March 1 to Sept. 1, 1946 (31 lb. millfeed accepted as yield of 100 lb. flour). ‡Revised.

PRESENTATION TO LIBRARY—S. S. Yates, president, Arkell & Smiths, Canajoharie, N.Y., is shown presenting to Mrs. E. F. Barbour, daughter of James Arkell, some of the numerous paper-bag patents granted to her father. Mr. Arkell is credited with 32 basic paper-bag manufacturing inventions which were instrumental in the rapid growth and development of the paper-bag industry. These framed patent papers will be hung in the Canajoharie Library and Art Gallery which was erected as a tribute to the memory of Mr. Arkell by his children. Mrs. Barbour is president of the library and art gallery association.

Chicago Q.M. Buys 155,500 Sacks Hard Wheat Flour

CHICAGO—The Chicago Quartermaster purchasing office announced Feb. 23 the purchase of 155,500 sacks enriched hard wheat flour for foreign relief.

The purchases are to be delivered not later than March 25, f.a.s. New Orleans port of embarkation; f.a.s. port of embarkation, Houston, or f.a.s. port of embarkation, Galveston. Prices ranged from $4.36 to $4.55 sack.

Here are the purchases, export pack:

2,400 sacks, Fant Milling Co., Sherman, Texas; 2,500 sacks, Moundridge (Kansas) Mill & Elevator Co.; 2,500 sacks, Buhler (Kansas) Mill & Elevator Co.; 4,000 sacks, Goffe & Carkener, Inc., Kansas City; 3,000 sacks, New Era Milling Co., Arkansas City, Kansas; 24,650 sacks, Tex-O-Kan Flour Mills Co., Dallas; 10,000 sacks, Kansas Milling Co., Wichita; 7,750 sacks, Tanner-Evans-Siney Corp., New York; 10,000 sacks, Russell-Miller Milling Co., Minneapolis; 700 sacks, Light Grain & Milling Co., Inc., Liberal, Kansas.

3,000 sacks, Blair Milling Co., Atchison, Kansas; 2,000 sacks, Dobry Flour Mills, Inc., Yukon, Okla.; 20,000 sacks, Colorado Milling & Elevator Co., Denver; 2,000 sacks, J. F. Imbs Milling Co., St. Louis; 2,000 sacks, Canadian Mill & Elevator Co., El Reno, Okla.; 5,000 sacks, Ismert-Hincke Milling Co., Kansas City; 10,000 sacks, Moore-Lowry Flour Mills Co., Kansas City; 4,000 sacks, Abilene (Kansas) Flour Mills Co.; 20,000 sacks, Flour Mills of America, Inc., Kansas City; 20,000 sacks, Arrow Mills, Inc., Houston.

The quartermaster depot was to open bids the morning of Feb. 28 for 1,200 sacks of enriched soft wheat flour, export pack, for Auburn, Wash., for delivery March 10-15.

It will open bids the morning of March 2, domestic pack, for 600 sacks of enriched hard wheat flour for San Antonio, Texas, delivery March 25-31; 1,727 sacks for Fort Bliss, Texas, delivery March 20-24; 600 sacks for Fort Sill, Okla., delivery March 13-16; 700 sacks for Pittsburg, Cal., and 644 sacks for Killeen, Texas, both for delivery March 16-30; 15,000 sacks for Kansas City, for beyond, delivery March 10-April 20; 740 sacks for Bunell, Colo., delivery March 25-31. It will also open bids March 2, export pack, 10,000 sacks for Auburn, Wash., and 2,000 sacks for Memphis, for delivery April 1-10.

The Chicago depot will open bids the morning of March 7 for navy requirements of enriched hard wheat flour as follows: Domestic pack—2,400 sacks for Norfolk, Va.; 800 for Bayonne, N.J.; 800 for Great Lakes, Ill.; 3,200 for National City, Cal.; 800 for Philadelphia. Export pack—800 sacks for Newport, R.I.; 8,800 for Norfolk; 2,400 for National City, Cal., and 7,200 for Oakland, Cal. Shipping instructions will be furnished later by the navy.

The Q. M. depot will open bids the morning of March 6, domestic pack, for 13,500 sacks of enriched hard wheat flour for Fort Riley, Kansas, for delivery March 28-31; 695 sacks for March Field, Cal., 1,929 sacks for Ft. Lewis, Wash., and 600 sacks for Seattle, for delivery March 16-20; 1,500 sacks for San Antonio, Texas (Ft. Sam Houston), 600 sacks for Oldom, Texas, and 600 sacks for Ft. Francis E. Warren, Wyo., for delivery March 20-22; 910 sacks for Cadet, Texas, delivery March 25-28.

MACHINERY MANUFACTURERS TO BE LUNCHEON GUESTS

MANHATTAN, KANSAS—Milling machinery and equipment manufacturers who cooperated with the department of milling industry, Kansas State College, in its flour mill modernization program have been invited to send representatives to a luncheon to be held March 10 in their honor. The department will formally open its modernized mill at that time.

Dr. J. A. Shellenberger, head of the department, said that machinery and equipment manufacturers either donated or loaned equipment with a total value of about $60,000 to the department for installation in its 130-sack mill. The mill is used for research in milling technology and as a laboratory for training students enrolled in the college's four-year course in milling.

The major part of the modernization program was concentrated in the mill's grain cleaning department and practically all new equipment was installed.

Dr. Shellenberger said that members of the department's advisory council have been invited to attend the luncheon also. The mill will be started after the luncheon and the manufacturers' representatives will be taken on an inspection tour through the mill.

The luncheon and "grand opening" coincide with a joint meeting of Districts 1 and 2, Association of Operative Millers, to be held in Manhattan during the evening of March 10 and morning of March 11. Operative millers planning to attend the AOM meeting are invited to inspect the mill also, Dr. Shellenberger said.

TEXAS WHEAT PRODUCERS FORM NEW ASSOCIATION

AMARILLO, TEXAS — Organization of the Texas Wheat Producers Assn. to further the interests of the state's wheat growers was announced Feb. 20 in Amarillo. Seventy-five wheat growers from the panhandle section of the state met and chose Carl Kuper, Dalhart, president; R. C. Buckles, Stratford, vice president, and Kenneth Kendrick, Stratford, secretary-treasurer.

The association program will include the finding of new outlets and new markets for wheat to alleviate the impending surplus, cooperating with existing research and experimental programs in finding and expediting distribution of new and improved varieties of wheat, fostering a wheat improvement program for Texas, influencing national legislation favorable to wheat growers and advising the public of the merits of the wheat industry.

The organization will be subdivided into county associations and voluntary contributions of ¼¢ bu. will be sought. The organization will be nonprofit. The next meeting of the group was scheduled for March 20 in Amarillo.

J. A. SELIGMAN NAMED HEAD OF N.Y. FLOUR GROUP UNIT

NEW YORK — The flour jobbing segment of the New York Association of Flour Distributors held a dinner meeting Feb. 23 which attracted 30 representatives of the leading flour jobbing firms in the metropolitan New York area.

James A. Seligman, Albert A. Seligman & Co., New York, was elected chairman of the jobbers committee of the association at the meeting. He announced that the next meeting of the group will be March 23. The meeting was under the direction of Walter J. Stockman of Raymond F. Kilthau, president of the association.

TBMA NAMES BAG BUYER

SEATTLE — Fisher Bag Co. has been named as a cooperating bag-buying firm in the national cotton bag converting program, it has been announced by the Textile Bag Mfrs. Assn. The program is designed to assist bakers in disposing of textile bags and current prices for once-used cotton bags may be obtained from the Fisher firm by bakeries in the Pacific Northwest.

SALES, EARNINGS UP FOR VICTOR CHEMICAL

Earnings During 1949 Total $3.35 a Share; Sales for Year Set New Record High

CHICAGO—Sales and earnings of Victor Chemical Works, a principal producer of phosphorus, phosphates and other industrial chemicals, reached new peaks in 1949, August Kochs, chairman of the corporation, disclosed in his annual report to shareholders.

Sales were $29,425,958 in 1949 compared with $25,765,343 in 1948, and earnings were $2,874,373 compared with $2,158,736 in 1948. Per share earnings were $3.35 on 767,388 common shares outstanding at the end of 1949 compared with $2.52 on the 749,000 common shares at the end of 1948.

The sales and earnings reported by Mr. Kochs reflected the operations of A. R. Maas Chemical Co., South Gate, Cal., for the last six months of the year. This company was acquired by Victor Chemical Works as of June 30, 1949.

In 1949, the company continued to expand and improve the facilities at its six plants and $524,000 were expended on research and development.

Mr. Kochs reported that the demand for Victor Chemical products thus far in 1950 continues to be satisfactory "and, in the absence of a general recession in business of serious proportions, the company looks forward to the future with confidence."

BAKERS CLUB OF CHICAGO HOLDS BIRTHDAY MEETING

CHICAGO — Miss Ida Schockett, who is in charge of food promotion and bakery merchandising for the Goldblatt stores, was the featured speaker at the February luncheon meeting of the Bakers Club of Chicago. She outlined the growth of the bakery department of the department store, which now supplies bakery products for 13 units.

Louis E. Metzger, Bowman Dairy Co., Chicago, and R. N. Swartwout, Bakers Helper, Chicago, carried away the birthday mementos. Among the other members celebrating birthdays, who were present, were: George A. Beck, King Midas Flour Mills; Lou Freeman, Lou Freeman Co.; Arthur H. Gardner, Standard Brands, Inc.; Willard H. Geller, John R. Thompson Co.; Paul E. Holton, Eggenene Sales Co.; T. M. McGrath, Capital City Products Co.; W. H. Mothersead, Wilson & Co.; W. Kent Perkins, Rumsey-Perkins, Inc., and Lloyd R. Wolfe, Lloyd R. Wolfe & Associates, all of Chicago.

PHILADELPHIA FLOUR MEN SEE PROGRAM OF MOVIES

PHILADELPHIA — The February meeting of the Philadelphia Association of Flour Distributors at Twenty-Six-O-One Parkway was one of the best attended in the history of the organization.

Following dinner and the transaction of routine business, there was a showing of movies taken during the popular radio program, the "Telephone Hour." Featured soloists were Ezio Pinza of "South Pacific" fame and Blanche Thebom.

Nutritional Talks Feature Midwest Feed Meeting

KANSAS CITY — Two nutritional symposiums featured the convention of the Midwest Feed Manufacturers Assn. here Feb. 16-17.

Indicative of the intensified drive in the feed industry for formula improvement and keen interest in producing better feeding results was the fact that practically half of the two-day program was devoted to detailed discussion of two points of current major interest—the animal protein factor and the feeding of rumen bacteria.

Cautioning that APF is not going to solve all feeding problems now and in the future, Dr. W. M. Beeson, professor of animal husbandry, Purdue University, in leading off the discussion on this topic, said:

"I feel that APF is only one indication of year by year progress toward full knowledge of animal nutrition." In explanation, he pointed out that 30 years ago speedy livestock and poultry production was not an issue and that APF is one of the factors in modern-day nutrition which was unveiled through the search to attain a higher livestock production rate.

Dr. Beeson reviewed the history of APF and vitamin B_{12}. He then warned against abandonment of all animal protein ingredients, for it must be assumed that there are certain unknown factors vital in proper growth and functioning.

"We must now pay careful attention to amino acid balance," he said.

The discussion of the rumen feeding problems was opened by Dr. J. K. Loosli, professor of animal nutrition, Cornell University, who said that in feeding ruminants the primary problem is one of providing the optimum amounts of roughage or bulk, of nitrogen, minerals and perhaps even vitamins to permit the microorganisms to grow and develop at an optimum rate.

It is now clear from the studies of Dr. Lorraine Gall, Huffman and associates and others that there are a number of factors which influence the bacterial flora of ruminants.

"We know how to feed ruminant animals successfully under usual conditions," Dr. Loosli said. "A number of specialized feeding problems still occur, however, for which we have no answer. A more complete understanding of the dietary relationships which govern the microbiological function in the rumen may well solve these problems."

Organization of a production school for feed mill superintendents is the newest step forward by the Midwest association, Wiley Akins, Burrus Feed Mills, Fort Worth, said in his keynote address to the group. In his review of past records of the MFMA and in making recommendations for the future, the association president said that the school would be formed shortly and would be patterned after operative educational programs of the flour milling industry.

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CENTRAL MILLS CORP.
Over 60 Years Experience Making Quality Products
4-8 EXTRA FANCY CORN GRITS
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North Dakota and Montana
FANCY SPRING PATENTS, CLEARS and WHOLE WHEAT FLOUR
Hi-Protein
A Specialty
Mills in the Heart of the Spring Wheat Section
Capacity, 1,400 Sacks
MINOT FLOUR MILL CO.
MINOT, N. D. GLASGOW, MONT.

"Sweet Cream"
"Very Best"
Quality Flours
W. J. JENNISON CO.
MINNEAPOLIS, MINN.

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MILLING WHEAT
HORRIS GRAIN COMPANY
Kansas City, Mo.

KELLY'S FAMOUS FLOUR
YES,
KELLY IS FAMOUS
FOR GIVING THE BAKER WHAT HE WANTS — A FLOUR WHICH CONSISTENTLY MEETS HIGHEST, MOST RIGID BAKING STANDARDS.
The
WILLIAM KELLY
MILLING COMPANY
HUTCHINSON, KANSAS
Capacity, 1,000 Sacks Daily
Grain Storage, 1,000,000 Bus.

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for 3 generations...

For Over Fifty Years...
KING'S GOLD
KING'S BEST
GOLD MINE
EXCELSIOR
...Made in Minnesota
Minnesota makes the Best Flour in the World.
H. H. King Flour Mills Company
MINNEAPOLIS, MINNESOTA

For the future, too, GOLDEN LOAF will always be the big value in uniform, strong, fine spring wheat flours.
"Golden Loaf" FLOUR
TENNANT & HOYT COMPANY
LAKE CITY, MINNESOTA

German Flour Importers Regaining Prosperity, Complain of Red Tape

By GEORGE E. SWARBRECK
Manager, European Office
The Northwestern Miller

HAMBURG — This bomb-blasted city, the mainspring of Germany's commercial life, was fortunate that its business center suffered but little damage when compared with the devastation evident on the immediate outskirts of the city.

German grain and flour importers, whose interests extend over many other commodities, are speedily regaining their former prosperity, and their offices, examples of magnificent omnipotence, provide a contrast to the acres of destruction in the devastated areas of Germany.

The importers, well known in the U.S., Canada and Britain before the war, are internationally minded and they want the new Germany, sponsored by Britain and the U.S., to take its rightful place in the sphere of international trade. While the number of firms possessing quotas entitling them to participate in the imported flour business is large, major importers can be numbered on the fingers of one hand.

No doubt much could be said against the system of splitting business by means of the much abused quota system but in the Germany of today, slowly emerging from chaos, there is nothing that can take its place. Later, perhaps, competition will eliminate the less efficient firms and thus allow the business to be managed by the experts. The main complaint of the real importers, all well-connected with North American mills, is that trade negotiations with other countries are handled by a number of officials whose qualifications are academic and who have no experience in the realities of trade.

These officials, gentlemen of the "green table" to quote one importer, have no practical experience in trading matters with the result that some of the decisions taken are open to criticism.

Eager for News

The importers were eager to hear first-hand accounts of the state of the importing trade in other countries, and it was fortunate that a recent visitor to Hamburg was Willem A. Meurs of the Dutch importing firm of Luchsinger, Meurs & Co., Ltd. The Germans were especially interested in the organization set up by the Dutch traders to deal directly with the government and the preliminary steps taken to obtain the return of the trade to private hands.

As a result of this advice, it was obvious that the German traders will now seriously consider the setting up of some organization so that the flour importers will be able to speak with a united voice divorced from those firms engaged in the business of wheat importing.

The outstanding personality in the German importing trade is, without any question, Walter de Boer of the firm of that name. Mr. de Boer has surrounded himself with a most competent staff including Heinz A. Krueger, manager of the foreign department and Herbert Augustin who handles the home trade. Walther de Boer, Jr., acts as Mr. Augustin's assistant, while another son, currently visiting the U.S., is secretary of the firm. Edgar Eichholz of Eichholz & Loeser is another prominent personality in the German trade.

Prominent in grain trade circles is the firm of C. Mackprang, Jr., which is currently directed by Ernst Mackprang assisted by his son Erich. The firm's foreign manager is Wilhelm Hansen, a man with a sound grasp of international trading conditions. The Mackprang organization owns a number of elevators with a total capacity of 1 million bushels, one section being under the management of Ernst Wander, a sound technician.

White Flour Popular

White flour is a popular commodity in Germany, and while the supply is sufficient to meet the demand, the balance between it and rye flour is fine and the possibility of the millers being unable to meet the demand has by no means passed, according to an official view given by the British authorities in Germany. Measures to relieve the demand for white bread by cheapening rye bread and making its production more profitable for the bakers were taken toward the end of 1949.

In an effort to stabilize the position, Wilhelm Niklas, the German food minister recently gave an assurance that no changes will be made in internal grain prices during the current economic year ending June 30, 1950. This was done in order to regularize the marketing of home grown grain and to allay rumors of a possible increase in the producer price for wheat. This also minimizes the temptation to the farmer to hold back wheat, not only for a higher price but in the hope that it could be sold on the black market for milling into white flour.

It is not yet possible to assess Germany's total requirements of imported wheat and feed grains. This depends upon the forthcoming harvest, forecasts of which show considerable variation. American officials recently expressed the view that the German assessment was too low and they are prepared to slice import requirements as the situation becomes clearer later in the year.

Rationing to End

The future economic position of Germany, while healthy looking on the surface, is causing some disquiet in allied circles. The end of food rationing, scheduled for March 1, played up as front page news in Britain and elsewhere, only rated an inconspicuous position on the inside pages of the German press. This illustrates the insignificance of the news from the German point of view.

Although rationing is still in force, the regulations are ignored by German consumers, and it has been possible to buy freely for many months past. Additionally, the prices of food are falling rapidly. The abandonment of rationing and the fall in prices are attributed to the success of the free market policy of Prof. Erhard, German economics minister.

The adoption of a free economy has been capitalized by both the major parties in the British election, the conservatives pointing to its success from the supply point of view, the socialists decrying it from the angle of high prices. It is true that German prices are high and that 20% of the people are unable to maintain a reasonable standard of living. This section is made up of the unemployed, which, observers point out, is not the fault of the west German economy but results from the influx of refugees from the Russian zone.

Sixty per cent of the population enjoy a reasonable standard of living provided they work hard. Production of goods both for home use and for export has increased enormously. The remaining 20% are the very rich, and they claim an unlimited supply of everything, a fault only to be expected in a free economy. It is to this that British socialists point with derision.

Despite the apparent prosperity, there are critics of the system.

Squandering Charged

Western Germany was recently accused of squandering Marshall aid and refusing to take adequate steps to reduce the "dollar gap" in a report sponsored by a special Economic Cooperation Administration mission.

It was alleged that the Germans had been lulling themselves into a sense of false security under the impression that American surpluses of grain and other commodities will continue to give them heavily subsidized free imports, with little effort on their part. Food imports still absorb 75% of the dollar aid while, it is alleged, grain has been used wastefully for distilling alcohol.

Informed independent observers state that Germany is rising again too quickly and that allied officials on the spot should exercise more control. The west German federal government is being allowed too much freedom and too much say in what should and what should not be done. To take only one case of domestic interest to the flour trade, some surprise was expressed in other than trade circles that the German government had been allowed to state categorically that it will not take any U.S. flour under ECA arrangements.

The view that German mills can take care of all requirements, a view be it added which is accepted by American officials in Frankfurt, is a sound one in many respects. On the other hand, the German milling industry is organized on a monopoly basis, and, since the allies are pledged to break all monopolies and cartels, the obvious way to provoke competition is to insure that some imported flour is allowed to circulate alongside the home produced article.

Later, when Germany is independent the government can and undoubtedly will legislate against imported flour, but in the meantime there seems to be little point in allowing the home industry to strengthen its ability to become a formidable competitor in the export flour trade.

GRAIN STORAGE—The illustration above shows how steel "Quonset" storage buildings are being used to afford additional storage for commercial grain handlers. The 40 by 160 ft. structure shown in the illustration at the top contains 66,000 bu. of Commodity Credit Corp. corn. The building cost about $14,000 complete with handling equipment. A 6-in. screw conveyor is shown entering the building near the roof peak. In the picture at the bottom, the conveyor is shown running along the interior of the building, which lacks approximately 6,000 bu. of being full.

QUARTERMASTER TO OPEN FLOUR, CORN MEAL BIDS

CHICAGO—The Chicago Quartermaster Purchasing Office will open bids the morning of March 3 for 800 sacks of enriched hard wheat flour for San Diego, Cal., 800 sacks for El Toro (Irvine), Cal., and 1,200 sacks for Cherry Point, N.C., for delivery from March 27 to 31.

The office will open bids March 10 for 80,000 lb. of yellow corn meal, domestic, to be packed in 5-lb. bags, 10 bags to a paper bale, to be delivered May 1 to 10; also 80,000 lb. export pack, to East Coast and 50,000 lb. to West Coast, to be packed in No. 10 tin cans, approximately 5-lb. net weight for delivery from April 1 to 10.

The purchasing office announced

"Hunter's CREAM"
The Oldest Flour Brand in Kansas
that for more than seventy years has stood at the very top of the fine quality list.
The Hunter Milling Co.
Wellington, Kansas

IT'S BIN AGED
Flour from this mill comes to you fully aged — ready to use
ATKINSON MILLING CO

Lyon & Greenleaf Co., Inc.
MILLERS OF
High Grade Soft Winter Wheat Flour
Plain and Selfrising
LIGONIER, IND. NORFOLK, VA.

"CREMO"
Just the Cream of Hard Wheat
CROOKSTON MILLING CO.
CROOKSTON, MINN.

Bowersock Mills & Power Co.
LAWRENCE, KANSAS
ZEPHYR FLOUR
AS FINE A BAKING FLOUR AS A BAKER CAN BUY AT ANY PRICE
Established 1874

"Whitewater Flour"
Ground Where the Best Wheat Is Grown
WHITEWATER FLOUR MILLS CO.
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DAVIS-NOLAND-MERRILL GRAIN CO.
KANSAS CITY · · MISSOURI

THE ROSS MILLING CO.
Choice Quality Flour
Plain and Selfrising
OTTAWA KANSAS

BLAIR'S Certified FLOUR FEEDS
BLAIR MILLING CO., Atchison, Kans.

HIGH GLUTEN FLOURS
For Bakers
The Morrison Milling Co.
Denton, Texas
Emphatically Independent

Feb. 9 the following purchases of enriched hard wheat flour for the army:

1,500 sacks at $4.89, papers, Acme Flour Mills Co., Oklahoma City, to San Antonio (Fort Sam Houston), Texas.

600 sacks at $5.01, papers, Dobry Flour Mills, Inc., Yukon, Okla., to Fort Bliss, Texas.

1,000 sacks at $4.61, papers, Abilene (Kansas) Flour Mills Co., to Fort Riley, Kansas.

680 sacks at $4.77, papers, Light Grain & Milling Co., Inc., Literal, Kansas, to Bunell, Colo.

1,200 sacks at $4.89, papers, Acme Flour Mills Co., Oklahoma City, to San Antonio, Texas.

1,567 sacks at $4.84, papers, Acme Flour Mills Co., to Killeen, Texas.

15,000 sacks at $4.61, papers, Abilene (Kansas) Flour Mills Co., to Kansas City for beyond.

16,000 sacks at $5.48, export pack, General Mills, Inc., San Francisco, to Lyoth, Cal.

2,000 sacks at $5.45, export pack, Abilene (Kansas) Flour Mills Co., to Memphis.

The office announced Feb. 7 the following purchases of enriched hard wheat flour for the navy:

New domestic cottons—

3,200 sacks at $5.294, Pillsbury Mills, Inc., Minneapolis, to Norfolk, Va.

800 sacks at $4.893, Pillsbury Mills, Inc., to Great Lakes, Ill.

5,600 sacks at $5.02, California Milling Corp., Los Angeles, to National City, Cal.

800 sacks at $5.102, Pillsbury Mills, Inc., to Pensacola, Fla.

800 sacks at $5.305, Pillsbury Mills, Inc., to Philadelphia, Pa.

500 sacks at $4.891, Pillsbury Mills, Inc., to Corpus Christie (Flour Bluff), Texas.

Export pack in 50-lb. cottons, overpacked in multiwall paper sacks—800 sacks at $5.82, Abilene (Kansas) Flour Mills Co., to Newport, R.I.

9,600 sacks at $5.765, Abilene Flour Mills to Norfolk, Va.

5,000 sacks at $5.633, Pillsbury Mills, Inc., to Norfolk, Va.

7,000 sacks at $5.733, Pillsbury Mills, Inc., to Norfolk, Va.

800 sacks at $5.80, Abilene Flour Mills, to Bayonne, N.J.

3,200 sacks at $5.51, Colorado Milling & Elevator Co., Denver, Colo., to National City, Cal.

800 sacks at $5.80, Abilene Flour Mills Co., to Philadelphia, Pa.

2,400 sacks at $5.48, General Mills, Inc., San Francisco, to Oakland, Cal.

The following purchases of enriched hard wheat flour were announced Feb. 10:

600 sacks at $4.82, papers, Dobry Flour Mills, Inc., Yukon, Okla., to Oldom, Texas.

3,078 sacks at $4.72, papers, Preston-Shaffer Milling Co., Walla Walla, Wash., to Fort Lewis, Wash.

600 sacks at $4.96, papers, Arrow Mills, Inc., Houston, Texas, to Cadet, Texas.

10,000 sacks at $4.67, papers, Kansas Milling Co., Wichita, to Kansas City for beyond."

—BREAD IS THE STAFF OF LIFE—

SELL GRAIN ELEVATOR

CHALMERS, IND.—Newell Timmons, Ralph Grace, R. H. Biddle and Walter Shively have sold the Barr Grain Elevator here to C. C. Harlan of Lake Freeman, who took immediate charge of the business. The new owner has had considerable previous experience owning and managing grain elevators in other places in this area.

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AS WE ARE OF OURS . . .
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KANSAS LARGEST INDEPENDENT MILLERS
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DOMESTIC AND EXPORT MILLERS • • DEALERS IN ALL TYPES OF PACIFIC NORTHWEST WHEAT
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NEW SPOKANE MILL . . . ONE OF THE WORLD'S MOST MODERN
MILLS AT SPOKANE · WENATCHEE · RITZVILLE · PORTLAND

Exceptional Bakery Flours
TWELVE-40 NO-RISK PLA-SAFE
THE ABILENE FLOUR MILLS CO.
ABILENE, KANSAS
Capacity 3,000 Cwts. Daily *Grain Storage 1,000,000 Bus.*

All Grades
RYE FLOUR
1000 cwts. Flour—250 cwts. Meal
GLOBE MILLING COMPANY
WATERTOWN, WISCONSIN

FOOD STAMPS MENTIONED IN TALKS ON SURPLUS PROBLEM

USDA Officials Make "Trial Balloon" Suggestion During Meeting With Food Industry Executives; No Specific Proposals Worked Out

WASHINGTON — Executives from the food processing and distributing industries met here last week with U.S. Department of Agriculture officials in a general discussion of the problem of mounting food surpluses. Ralph S. Trigg, administrator of the Production and Marketing Administration, headed the USDA officials.

While the government officials had no specific program to advance, the afternoon session of the group was highlighted by a "trial balloon" mention of the possibilities under a food stamp plan.

The fact that the food stamp plan is still in favor at USDA is somewhat surprising. For, it may be recalled, Charles F. Brannan, secretary of agriculture, said April 7, 1949, while speaking before a joint session of the Senate and House Agriculture committees, "In preparing for this testimony, I gave considerable study to the possibility of using the food stamp of food allotment program as a price support method. The attractiveness of such a program lies in the fact that it encourages increased food consumption and aids those consumers who are most in need. On the other hand, as we now see it, such a program would be administratively expensive and difficult and would provide only indirect aid to agriculture."

From that quotation, it would appear that Secretary Brannan had rejected the stamp plan in favor of his production payment principle. Yet, within a year, responsible subordinates in his organization see fit to explore the possibilities of the program.

No Concrete Proposals

Apart from this oblique approach to a definite program, the sessions with the leaders in the food industries were of a general nature. It was the consensus of the session that the export market was the point where there would be most effective use of our food surpluses but the group did not make any concrete suggestions for their disposal, nor were any forthcoming from the government sponsors of the gathering.

The meeting resulted from the efforts of John I. Thompson, assistant to Mr. Trigg, to bring about a better liaison between industries and USDA officials. At the conclusion of the meeting it was announced that no steps would be taken to use the food stamp plan now and that the group might be recalled for further discussions at some later date.

Here is the list of businessmen who met with the government officers: P. W. Beltz, Swift & Co., Chicago; Charles Culp, Stokely-Van Camp, Inc., Indianapolis; Harry George, The Great Atlantic & Pacific Tea Co., New York; Roy Godley, The Kroger Co., Cincinnati; Fred Heinz, H. J. Heinz Co., Pittsburgh; Wells E. Hunt, John J. Felin & Co., Philadelphia; Dwight P. Joyce, The Glidden Co., Cleveland; H. J. Kapp, A. E. Staley Mfg. Co., Decatur, Ill.; Admiral G. R. LeSauvage, F. G. Shattuck & Co., New York; John A. Logan, National Association of Food Chains, Washington.

Donald B. Lourie, Quaker Oats Co., Chicago; M. Lee Marshall, Continental Baking Co., New York; Dan Norton, Nestles Milk Products, Inc., New York; A. Q. Petersen, Wesson Oil & Snowdrift Sales Co., New Orleans; Donald A. Stevens, General Mills, Inc., Minneapolis; Dr. T. G. Stitts, H. P. Hood & Sons, Boston; Henry P. Taylor, Taylor & Caldwell, Inc., Walkerton, Va.; Henry Bison, National Association of Retail Grocers, Chicago; Mark Upson, Procter & Gamble, Cincinnati; Paul S. Willis, Grocery Manufacturers of America, Inc., New York; Bernard Wise, National Dairy Products Corp., New York.

—BREAD IN THE STAFF OF LIFE—

BALE CLOSER AND SEALER INTRODUCED BY ST. REGIS

NEW YORK—The St. Regis Paper Co. has announced introduction of a bale closing and sealing machine which automatically folds, glues and seals large multiwall paper shipping sacks containing small unit consumer-size bags.

The first machine has been installed at the Long Island City, N.Y., plant of National Sugar Co. where it is handling 18 multiwall shipping bales a minute. The bales contain either 12 5-lb bags or six 10-lb. bags of sugar.

The baling machine can also handle such commodities as flour and coffee. It consists of three units: an infeed conveyor, the folding conveyor and the compression conveyor. Open multiwall shipping bales containing the unit bags feed automatically into the machine and by the time they travel the machine's 30-odd foot conveyor system, they emerge firmly packed, sealed and ready for chuting to the loading platform.

Packages may range from a low height of 12 in. to a maximum height of 22 in. Maximum width of 15 in. is allowable. Length of the bale can reach 24 in.

St. Regis engineers say that in most plants, installations of the baling machine will decrease by three the number of persons now required to close and seal the containers by sewing methods. The container bag itself can be reduced in length up to 1½ in. as compared to bales that are sewn closed. It has been estimated that savings of $8 to $24 a day can be made on container costs, based on a production rate of 18 bales a minute.

The machine was designed and built by the St. Regis engineering and machine division.

—BREAD IN THE STAFF OF LIFE—

FDA POLICY RULING

WASHINGTON — The Food and Drug Administration has announced in a policy statement that it regards "dulcin" and "P-4000" as "poisonous substances which have no place in food." "The use of dulcin and P-4000 as sweeteners of drugs is to be discouraged," the FDA announcement said.

—BREAD IN THE STAFF OF LIFE—

C. J. Patterson Co. Holds Conference for Production Men

KANSAS CITY—Bakery managers and production superintendents from 13 states gathered in Kansas City Feb. 14-15 at the C. J. Patterson Co. for the fourth annual production managers conference. The first session, a panel discussion, was under the direction of R. W. Selman, director of the extensive service activities of the C. J. Patterson Co. The general subject for discussion was "The Utilization of Laboratory Results in the Commercial Bakeshop."

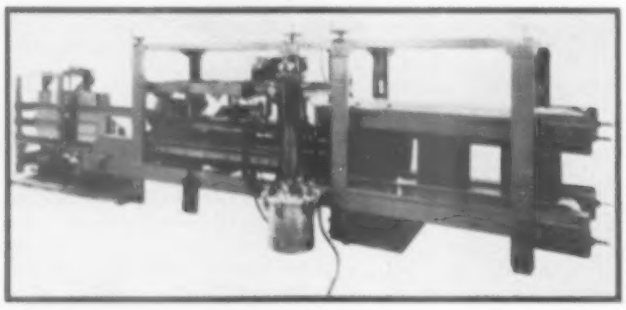
H. F. McDonald, superintendent of the P. F. Petersen Baking Co., Omaha, led the second section on the subject of "Plant Controls." Topics to receive much discussion from the floor were shop costs, labor relations, production and labor controls and scheduling.

A section on Brown 'n Serve products was held Feb. 15. Following a demonstration, which included baking a part of each sample, C. C. Ballinger led the panel discussion on the problems of handling this new product from a production and merchandising standpoint.

—BREAD IN THE STAFF OF LIFE—

H. N. BERNHEIMER MOVES

PHILADELPHIA—Harry N. Bernheimer, flour broker of Philadelphia, has announced the removal of his main office from the Bourse Bldg. to 18 W. Chelten Ave., Germantown, Philadelphia 44, Pa. Mr. Bernheimer will continue a Commercial Exchange branch, and believes he will be able to serve his trade better through his two locations.



BALE CLOSER AND SEALER—Shown above is a picture of the automatic bale closer and sealer recently announced by St. Regis Paper Co. The machine automatically folds, glues and seals large multiwall paper shipping sacks containing small unit consumer-size bags. It operates at the rate of 18 bales a minute and was designed and built by the company's engineering and machine division.

ABA Protests Proposed Hike in Express Rates

WASHINGTON—Joseph M. Creed, counsel of the American Bakers Assn., has filed a protest on behalf of his organization against the proposed cancellation of the commodity rate schedule for bakery products by the Railway Express Agency and the substitution of second-class rates for baked goods when shipped through the Railway Express facilities.

According to Mr. Creed's petition, directed to the Interstate Commerce Commission, this proposed change in Railway Express tariffs, slated to take effect March 1, would impose "an intolerable burden" on bakers who use these facilities since the change would apply a substantially higher rate. Mr. Creed told the ICC that the increase was "entirely out of proportion to the services rendered by the Express Agency."

If the new rate classification were to be imposed on the approval by ICC the agency would not gain thereby, Mr. Creed told the ICC, since the rates would cause a decrease in shipping volume which would in turn defeat the purpose of the higher tariff which is to provide greater revenue.

Mr. Creed asked on behalf of the ABA that ICC suspend the new proposed revision of tariff classifications. Under previous procedure, the ICC has granted requests of this kind pending a public hearing at which interested parties may make known their views.

In discussing his petition to the ICC, Mr. Creed commented that the Railway Express Agency has not been without tariff relief and that within the past year it has received approval of a 50% boost in its commodity rates which cover the shipment of baked goods.

Traffic managers of bakery companies have informed Mr. Creed that the change from a commodity rate to a second-class rate by the agency would base the freight charges on the gross weight of the container and the products shipped. Under the commodity rate, the tariff has been based on the net weight of the products shipped, which did not include the weight of the container in the freight bill.

Rather than being able to justify this additional boost in rates on the basis of improved service, baking industry traffic men have reported the service of the agency has been steadily worsening, particularly under the five-day work week provision in force within the agency, Mr. Creed pointed out.

The commodity rate classification which up to this time has covered bakery goods shipments was originally imposed to attract traffic volume from the baking industry. Shippers have reported to Mr. Creed that the new rates would increase cake costs by 4% while the returns on the cake sales price is only 3½%. Under those conditions, Mr. Creed notes, many shippers will be forced to halt their shipments by express completely unless they could pass on the increased costs to the consumer.

—BREAD IN THE STAFF OF LIFE—

BAKERS SEE FILM

UTICA, N.Y.—"The Pathway to Profits for a Baker," an educational film, was viewed by members of the

Mohawk Valley Bakers Assn. at a meeting in the Imperial Restaurant Feb. 16. Thomas Bazan, president of the group, presided. Charles Vogel discussed bills in the state legislature which are of interest to bakers, including those dealing with employee disability and health laws, working conditions and sanitation. Mr. Bazan announced that a baking demonstration will be given at 7 p.m. March 13 in the Cherry Pie Shop here by Leonard Williams, Swift & Co. F. Carl Barth will be host chairman.

—BREAD IS THE STAFF OF LIFE—

PRODUCTION MEN STUDY BROWN 'N SERVE ROLLS

NEW YORK—The growing popularity of Brown 'n Serve rolls throughout the nation was indicated in a discussion of this type of baked goods at a meeting of the Metropolitan Bakery Production Club, Inc., here Feb. 6. The subject of Brown 'n Serve rolls was introduced during a question and answer program and held the attention of the members throughout most of the meeting.

Opinion varied as to the extent that the new item has cut into white bread sales. One member stated that in the southeastern section of the country sales of the rolls have spurted ahead and definitely cut down on the amount of self-rising flour sold to housewives. This spokesman stated that they have cut into white bread sales in that section but it generally was agreed in the group that, country-wide, the rolls have not substantially cut into bread sales.

In the discussion it was pointed out that approximately 100 bakers are producing 1,250,000 packages of Brown 'n Serve rolls every week and currently there is work being done on sliced Brown 'n Serve bread and half-size loaves.

In connection with baking Brown 'n Serve rolls it was suggested that the center temperature of the rolls not exceed 170 degrees in baking or an oven temperature of 175 degrees. It was also noted that some bakers, looking ahead to the problem of warm, humid weather, have incubated rolls to test mold development.

James Curtis, National Biscuit Co., chairman of the membership committee, presented clocks bearing plaques to John Wiegand, Lane Baking Co., and Herman Hanschka, Quality Bakers of America Cooperative, Inc., past presidents of the club, and also to Maurice Murphy Ekco Products Co., and Charles A. Barnes, Bakers Helper, past program chairmen.

—BREAD IS THE STAFF OF LIFE—

CANADIAN WHEAT, FLOUR EXPORTS TOP LAST YEAR

WINNIPEG — December export clearances of Canadian wheat showed a sharp reduction of more than 12 million bushels when compared with November, while flour clearances to overseas destinations were down the equivalent of slightly more than 300,000 bu.

For the first five months of the current crop year, however, the total wheat and wheat flour exports from Canada of 104,300,000 bu. are well ahead of the comparative figure of 83,300,000 bu. for the previous year. The total for the first five months of the 1949-50 crop year included 18,370,000 bu. in the form of flour.

Total wheat exports for December of 10,618,000 bu. included 7,455,000 bu. cleared to British Commonwealth countries and, apart from 186,000 bu. for Malta, all of the latter went to the U.K. Slightly more than 1,000,000 bu. went to Japan; 815,000 bu. to the U.S. for milling in bond; 319,000 bu. to Bolivia and 731,400 bu. to Israel. The remainder went to eight other destinations.

Flour exports for December, equivalent to 3,387,000 bu. of wheat, went to 42 destinations—14 of them British Commonwealth countries. Combined, the latter took 2,266,000 bu. in the form of flour, including 1,389,000 bu. for the U.K.

—BREAD IS THE STAFF OF LIFE—

OFFICERS INSTALLED BY ST. LOUIS ALLIED GROUP

ST. LOUIS—The annual installation dinner of the St. Louis Association of Flour and Baker Supply Distributors was held on the evening of Feb. 15 at the Sheraton Hotel here.

The following officers were installed for the year 1950: Julius A. Zimmerman, Cahokia Flour Co., president; Robert Van Dusen, Hilker & Bletsch Supply Co., vice president; George E. Giessing, Valier & Spies Milling Company, secretary, and Henry Albrecht, Eberle-Albrecht Flour Co., treasurer.

Toastmaster for the evening was Gil Newsome, St. Louis radio personality, and the speaker of the evening was Miss Beulah Schacht, special feature writer for the St. Louis Globe Democrat.

An innovation at this dinner was the presence, as guests, of the president of the St. Louis Master Bakers Assn., Herbert Warner and Mrs. Warner; the president of the St. Louis Master Bakers Singing Society, Alex Katzler and Mrs. Katzler, and the president of the St. Louis Master Bakers Ladies Singing Society, Mrs. Ernest Kieffer and Mr. Kieffer.

—BREAD IS THE STAFF OF LIFE—

MINER-HILLARD DINNER

WILKES - BARRE, PA. — The Miner-Hillard Co. distributed bonus checks to employees at the 155th anniversary dinner held in Hotel Sterling Feb. 18. About 130 employees and executives attended. One employee received a 20-year pin, one received a 10-year pin and six received five-year pins. Robert C. Miner, president and general manager, reviewed achievements of the past year and outlined a program for the future. S. C. Coldren, vice president, also spoke.

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BAKERY FLOURS

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BAKERY FLOUR
MORTEN MILLING CO.
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Miner - Hillard Milling Co.
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THERE is a carefully chosen pedigree behind Imperial and Velvet flours. That pedigree is the family heritage of the superior wheats we select for these bakery brands. We know the history and location of the wheats we buy right down to the "grass roots," because of our unique country wheat selection system here in the heart of the nation's biggest wheat production area.

The
WALNUT CREEK
MILLING CO. • GREAT BEND, KANSAS
T. H. SHERWOOD, Vice President and General Manager

104 YEARS OF MILLING EXPERIENCE
PLUS MODERN LABORATORY CONTROL
ASSURES THE BAKER EXCELLENT RESULTS WITH:
HUMMER—Spring Hi-Gluten
LIBERTY—Short Spring Patent
BEST PATENT—Standard Spring Patent
LOTUS—Strong Spring Patent
STRONG BAKERS—First Spring Clear
CAKE and PASTRY FLOURS
RYE—White - Medium - Dark
GEORGE URBAN MILLING CO. BUFFALO N. Y.

"Price Maintenance" Charged After New York Investigation

NEW YORK—James H. Sheils, investigation commissioner, has announced that the city's study of bread prices has shown "strong indications of price maintenance" among wholesalers and retailers. The investigation has already covered the five major baking companies, which Mr. Sheils identified as Continental, General, Ward and Gordon baking companies and the Purity Bakeries Corp. The inquiry, he indicated, will be broadened to check on the charges of independent bakeries.

The investigation was begun last Dec. 12 by John Murtagh, now chief magistrate, on an order from Mayor William O'Dwyer.

In addition to the large bakers, the department's staff has covered 10,860 retail stores. This has shown, Mr. Sheils said, that 99.69% sold the white bread of these companies at the same prices. He said that substantial reductions are possible in the price of bread and that the cost of ingredients has dropped considerably in the last two years.

ABA Official Asks Priority in Event of Coal Rationing

WASHINGTON — The baking industry's extreme concern over the coal situation's threat to the nation's food supply was expressed to President Truman in a recent letter from M. Lee Marshall, Continental Baking Co., New York, chairman of the board of the American Bakers Assn. Mr. Marshall urgently requested the President's cooperation in seeing that, should the need arise, bakeries are assured top priority on coal, coke, gas, oil and electrical energy by federal, state and local authorities.

A similar appeal was made by Mr. Marshall to Gov. Thomas E. Dewey of New York. Regulations issued in New York state late in February to deal with the coal situation recognized the importance of bakery products. The manufacture of these products, and other foods, was given the same priority as hospitals.

Pointing out that heat is essential in the production of bakery products, Mr. Marshall stressed the important place such products have in the nation's diet.

"Cereal products, of which bakery products are by far the most important, supply the nation's dietary with 26% of its food energy, 44% of its carbohydrates, 27% of its thiamine, 27% of its niacin, 16% of its riboflavin (the latter three items are important B vitamins) and significant quantities of other food essentials such as calcium," Mr. Marshall's letter said. "Put in another way, government statistics show that, among all foods, cereal products rank first in supplying food energy, carbohydrates, iron and thiamine, second in supplying protein and niacin and third in supplying calcium and riboflavin."

The Associated Retail Bakers of America through its president, Albert E. Wiehn, Wiehn's Bakery, Cleveland, also sent its appeal to the President for an allocation program to permit "reasonable operation of retail bakeries." The ARBA also pledged its support of conservation of coal and electric power.

"As supplies of essential food to the American public, our production will be harassed and hampered due to dependence upon power generated by coal and electricity for refrigeration and the operation of ovens, mixing, blending and proofing equipment," Mr. Wiehn's message said. "Therefore, we urge that all government facilities be employed to bring an early end to this strike. Foreseeing possible allocations of power, we respectfully petition that such a program permit reasonable operation of retail bakeries so that the flow of essential food products, made by retail bakers, will be unimpeded and the welfare of the community served."

Because of importance of its products, the baking industry received top priority on fuel during World War II.

—BREAD IN THE STAFF OF LIFE—

M. C. CHENBURG NAMED

SAN FRANCISCO—The appointment of M. C. Chenburg to the position of assistant western sales manager of Holly Sugar Corp. has been announced by R. L. Woodward, director of sales. Mr. Chenburg's activities will cover California, Washington, Oregon, Nevada and Arizona.

—BREAD IN THE STAFF OF LIFE—

OPERATIVES IN BUFFALO PLAN MEETING PROGRAM

BUFFALO — Four speakers have been scheduled for the spring meeting of District 8, Association of Operative Millers, to be held at Hotel Markeen March 25.

Dr. H. E. Gray, division of entomology of the Canadian Department of Agriculture, will tell the U.S. operatives of the mill sanitation program in Canada.

Dr. R. C. Sherwood, director of research, Sterwin Chemicals, Inc., will discuss the use of ammonium persulfate as a flour maturing agent.

Paul L. Dittemore, technical editor of The Northwestern Miller, will present an analysis of postwar milling capacity and flour production.

Harry E. Rountree, sales engineer, Allis-Chalmers Mfg. Co., will be the fourth speaker. He will describe new developments in milling technology.

The meeting will conclude with a dinner and entertainment program to be presented during the evening.

—BREAD IN THE STAFF OF LIFE—

PROGRAM ARRANGED FOR ST. LOUIS AOM MEETING

ST. LOUIS—The spring meeting of District 5, Association of Operative Millers, will feature three well-known men in the industry as speakers on the program to be presented at the York Hotel March 4. The three men scheduled to appear are L. C. Chase, vice president and general manager, Valier & Spies Milling Company, St. Louis; John Heimovics, Jones-Hettelsater Construction Co., Kansas City, and W. J. Geimer, manager of the packaging service division, Bemis Bro. Bag Co., Minneapolis.

The meeting will begin with a luncheon at 12:30 p.m. and a business session will follow the luncheon.

L. E. McQuillen, Valier & Spies Milling Company, chairman of the district, will preside at the meeting.

Following are the subjects for the speakers: Mr. Heimovics will discuss bulk flour storage; Mr. Geimer will describe the flour packer and packer aid which his division has developed. The subject of Mr. Chase's address will be: "Adjustment of Milling Operations to Postwar Demand."

A meeting of all the national convention committees will be held at the York Hotel during the evening of March 3. District 5 will be host to the annual convention of the AOM, to be held May 1-5 at Hotel Jefferson, St. Louis.

—BREAD IN THE STAFF OF LIFE—

PITTSBURGH FLOUR MEN DISCUSS SALES LEVELS

PITTSBURGH — Members of the Pittsburgh Flour Club, at a luncheon meeting Feb. 24, discussed methods by which higher flour consumption can be obtained and a decrease in sales can be halted.

Cited as an excellent example of a campaign in this direction was the national magazine advertising of all bakery products.

D. M. Toler, Henkel Flour Mills, president of the club, presided at the meeting at Fort Pitt Hotel.

—BREAD IN THE STAFF OF LIFE—

AUGUST MEETING PLANNED BY WEST VIRGINIA BAKERS

PARKERSBURG, W. VA. — The 12th annual convention of the West Virginia Bakers Assn. will be held at the Greenbrier Hotel, White Sulphur Springs, W. Va., Aug. 13-15, according to a recent announcement by P. G. Sayre, secretary of the group. Reservations for the meeting will be handled through the office of the secretary at 123 13th St. Parkersburg, W. Va.

—BREAD IN THE STAFF OF LIFE—

WORCESTER BAKERS HEAR ABOUT CAKE DECORATING

WORCESTER, MASS.—Paul Muller, head of the laboratory department of Wesson Oil & Snowdrift Sales Co., recently gave the members of the Worcester County Retail Bakers Assn. and their employees a demonstration on the "easy way" to cake decorating.

Mr. Muller impressed his hearers with his statement that bakers should pay more attention to fewer and better cake decorating designs, having but one single emblem for any one specific day on every piece of decorated cake or cookie.

"In order for the baker to prove that the 'ready mixes' are far inferior to the freshly baked goods he offers he must use the very best ingredients in the cake as well as in the frostings or decorations," he said.

He explained that a good quality cellophane makes the best decorating funnel, keeps the icings fresh and pliable much longer than any other type of paper. It also facilitates the handling and amount squeezing problems, he said.

Mr. Muller was assisted by Arthur Scott, service technician for Wesson Oil. Other members of the Wesson Oil staff present were William B. Furey, assistant sales manager, and G. A. Smith, territory salesman.

R. E. Jury

PROMOTED—R. E. Jury, who has been with Arkell & Smiths, bag manufacturer, since 1947, has been elevated from division manager in the west to western sales manager, supervising the Kansas City, Minneapolis and Chicago territories.

200-LB. MINCE PIE ORDER FILLED

SEATTLE—Mrs. Bennett's Bakery at Snohomish, Wash., recently received and filled an order for a 200-lb. mince pie, according to a report by Peter Comom, Lucas Flour Co., Seattle. The pie took 25 to 40 lb. pie crust, rolled out in a 3½-ft. pie tin, and 160 lb. mince meat. Gordon Bennett was assisted in the production by R. D. Hager, the Borden Co., and M. C. Lonyson, General Mills, Inc. The pie was baked for the Deaconess Children's Home in Everett.

—BREAD IN THE STAFF OF LIFE—

U.S. TURKEY GROWERS PLAN 1% BOOST IN PRODUCTION

WASHINGTON — Turkey growers plan to increase turkey production in 1950 by 1%, the Bureau of Agricultural Economics reports. If growers carry out their intentions, the number of turkeys raised this year will be 41,894,000. Growers' returns indicate that the 1950 crop will be 13% larger than the 1942-46 average production, but 5% smaller than the record crop of 1945. Intended decreases in the south central and western states almost offset intended increases in all other areas of the country.

Reasons given by turkey growers for the intended increase relate to rising turkey prices following the Thanksgiving market, larger feed supplies at the lowest prices since 1945 and a reasonable profit in 1949.

Numbers of turkeys actually raised usually vary from Jan. 1 intentions, the difference depending on prices of feed, hatching eggs and poults, on the sale of turkeys remaining in growers' hands, and on the supply of hatching eggs.

—BREAD IN THE STAFF OF LIFE—

N.W. FEED MANUFACTURERS CONTINUE RESEARCH GRANT

MINNEAPOLIS — The Northwest Feed Manufacturers Assn. voted to continue for another year its sponsorship of a $2,000 annual fellowship in poultry nutrition research at the University of Minnesota at its Feb. 13 meeting at the Radisson hotel.

In so doing the membership followed the recommendations of the fellowship committee and the association's board of directors. The or-

An EXTRA HOUR OF DOUGH STABILITY with WISDOM FLOUR

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WHITE SWAN FLOUR

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American Flours, Inc.
NEWTON, KANSAS

Evans Milling Co.
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Manufacturers Kiln-Dried
WHITE CORN PRODUCTS
Capacity, 10,000 Bushels

Snow Lily
Fancy Short Patent
Biscuit and Pastry Flour
ENNS MILLING CO., Inman, Kan.
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FULTON BAG & COTTON MILLS
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New York
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BAG MAKERS SINCE 1870

King Milling Company
High Grade Michigan Soft Wheat
Flour, Plain and Self-Rising
Successful Millers for Fifty Years
LOWELL, MICHIGAN

ANALYSES
FLOUR—CEREAL—GRAIN
Dependable, Prompt Service
Siebel Institute of Technology
Chicago 6, Ill.

ganization has sponsored the fellowship for the past three years.

Speakers at the meeting discussed activities of the feed industry in promoting better credit practices, nutritional knowledge and industry-agricultural relations.

Robert Scharf, credit manager of Cargill, Inc., told how the feed and seed division of the Minneapolis Association of Credit Men is attempting to improve handling of credit accounts in the trade through exchange of information and a dealer education program.

Earl Hanson, nutritionist with the Archer-Daniels-Midland Co., described the work industry research men are doing to improve the efficiency of feeds. He also discussed the activities of the recently-organized nutrition seminar which meets at the University of Minnesota regularly.

Floyd Arms, director of the agricultural department of the Minneapolis Chamber of Commerce, discussed the program for the forthcoming Minneapolis Farm Forum, which will bring together leaders in agriculture, industry and labor. He urged wide participation in the event by feed men.

Arthur B. Fruen, president of the Fruen Milling Co., briefed the group on a proposed Minneapolis city ordinance to require special permits for rebuilding of feed plants.

—BREAD IS THE STAFF OF LIFE—

MINNESOTA ALLIED TRADES DISCUSS SALES METHODS

ST. PAUL—William Gove, sales department, Minnesota Mining & Manufacturing Co., St. Paul, spoke on selling techniques and customer relations before the monthly meeting of the Minnesota Allied Trades of the Baking Industry at the University Club here Feb. 17.

Mr. Gove divided the science of selling into three phases, using the catch words, "Serve, Show, Suggest," and emphasized that "work" is also an essential ingredient in the sales formula. Approximately 50 allied tradesmen heard Mr. Gove's interesting and entertaining presentation and took part in the business session which followed.

The following men were named to committees in connection with the allieds' participation in the annual convention of the Associated Bakers of Minnesota at the St. Paul Hotel May 22-23: registration, R. M. Bates, Rapinwax Paper Co., and E. W. Scharf, General Mills, Inc.; entertainment, W. E. Lingren, editor, The American Baker, vice president of the association; allied luncheon, M. J. Swanson, Red Star Yeast & Products Co., and George E. Ruud, S. Gumpert Co.; baker-allied luncheon, E. T. LeMire, International Milling Co., president of the allied trades, and Ray O'Brien, O'Brien's Specialty Foods. Mr. O'Brien also was in charge of obtaining Mr. Gove to address the group.

—BREAD IS THE STAFF OF LIFE—

ENTOMOLOGY ASSISTANT

WASHINGTON—Emory D. Burgess, U.S. Department of Agriculture entomologist, has been appointed assistant to Dr. W. L. Popham, assistant chief, Bureau of Entomology and Plant Quarantine, in charge of control operations, it has been announced by Dr. P. N. Annand, chief of the bureau. Mr. Burgess will participate in direction and development of the operations carried on by the bureau in cooperation with state and local agencies to eradicate or control outbreaks of insect pests and plant diseases.

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GOLD COIN
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EAGLE
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GOLD COIN
High Gluten Whole Wheat
PURE SILVER
Fancy First Clear
GOLD COIN
Pure White Rye
BLIZZARD
Extra Strong First Clear
GOLD COIN
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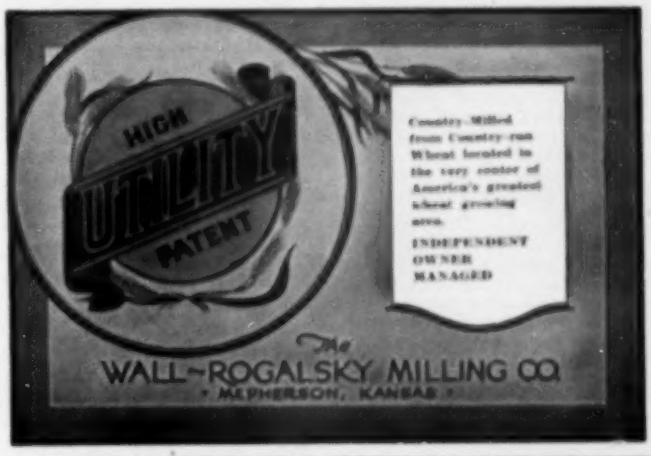
GOLD COIN
Pure Dark Rye
GOLD COIN
Pumpernickel
GOLD COIN
Pure Rye Meal
GOLD COIN
Gran. Yellow Corn Meal

Save time and money. Get your complete line Bakery Flours in one car.

EAGLE ROLLER MILL CO.
NEW ULM, MINNESOTA
Quality Flours since 1856



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Designers and Engineers for Mills, Elevators and Feed Mills
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7,000,000 Bushels Terminal Storage
We Specialize in Malting Barley

POISONED FLOUR — The Italian Borgias, past masters and mistresses in the art or science of administering poison to their enemies, probably never thought to use flour as a basis for their nefarious activities. Yet how easy it would be to introduce an irritant poison into consignments of export flour destined for a potential enemy!

Millers, to whom the thought of defiling their flour is anathema, may be surprised to know that such a case actually occurred not, as may be supposed, in medieval Europe but in modern India less than three years ago. Indeed, the matter is still not settled and high officials of the government of Pakistan, against whose nationals the poisoned flour was directed, are still arguing about the circumstances with equally high officials of the government of India.

It happened this way: Early in November, 1947, a special train carrying 5,000 refugees, victims of the partition of the Indian subcontinent, left India for Pakistan. Riots, murders and sudden death in all its ugly forms were commonplace at that time, and when the train reached its destination no fewer than 2,000 of the luckless Moslems were found to be suffering acute stomach pains. Dead bodies removed from the train numbered 12, and within two days 41 other persons died.

With typical eastern understatement, the official report classified the circumstances as "arousing suspicion." The meager rations given by the Indians to the departing Pakistans were examined and samples sent for chemical analysis. It was then found that the flour contained powdered copper sulphate, which is a particularly irritant poison. Postmortem examinations of the bodies confirmed the analysis and the blame firmly placed where it belonged—in India. No one considers that the Indian government connived at this act of mass poisoning, all the evidence suggesting that it was the work of some local despot anxious to vent his traditional hate on the Moslem community. But the failure to allow an impartial inquiry in this enlightened day and age is disquieting and reflects little credit on the officials concerned.

• • •

CORN'S ROLE IN FEEDING AMERICA—Corn products on the table three times a day, would constitute a pretty monotonous diet, you may think. But it's your own diet as a matter of fact, if your eating habits are about normal and, far from being monotonous, it includes many of the good foods that make American eating the best in the world. Whether you eat at home, at the Stork Club, or at Joe's lunch wagon on Main Street, you're getting products of corn on the table for breakfast, lunch and dinner. You're eating, each day, food that is the product of three pounds of corn—a pound a meal. Without taking exports into our calculations, it is safe to say that 135 million American men, women and children, excluding a few million on special, perhaps cornless diets, consume almost all of the tremendous U.S. corn crop as food.

About 80% of the corn crop never leaves the farm, but is fed by the grower to his livestock and poultry. This impressive amount of corn comes to 2,400 million bushels of a three-billion-bushel crop. Deduct 200 million bushels used annually in miscellaneous categories. Probably that much is fed to work animals and withheld for seed. There is left 2,200 million bushels (73% of the total), which is converted into milk, cheese, butter, beef, pork, veal, lamb chops, white breast meat, drumsticks and eggs, by the most efficient food factories known to man—dairy cows, beef cattle, hogs, sheep and lambs, poultry.

Industry—the corn refiners, dry-millers, distillers, feed manufacturers, and breakfast food manufacturers—takes the 20% balance of the annual crop. At least three quarters of industry's share is processed into food and feed products. Food products, such as the edible starches, sugars and syrups of the wet-millers, and the corn meal and hominy grits of the dry-millers, and directly consumed by humans. Feed products from corn—corn gluten feed, corn gluten meal, corn oil-cake meal, corn distillers' grains, hominy feed, etc.—are returned to the farmer for feeding the same cattle, hogs and poultry that are eating up the whole corn, too. Thus, added to the 73% arrived at previously, another 15% is processed, mechanically, into human food or animal feed. Of the total crop, then, 88%—an annual total of 2,640 million bushels of corn—are converted by the processes of industry or of animal metabolism into a wide variety of foods for humans. That many bushels is about 148 billion pounds, or 1,100 pounds of corn per year per capita, or 3 lb. a day, or a pound a meal.

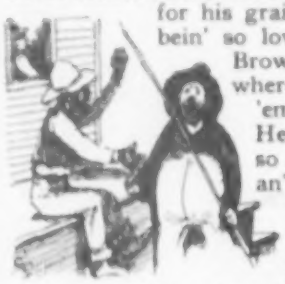
• • •

.8 .8 .8 Grain, the Searle news digest reminds us, once was transported across the seas in sailing ships. Steam freighters gradually displaced sail but throughout the years one or two large sailing ships have been maintained on the oceans carrying grain principally from Australia. It was claimed that grain could still be transported cheaper by sailing ships than by steam ships. The long voyages, however, became too much of a hindrance. .8 .8 .8 The last sailing ships that will probably ever be seen on the ocean, the fourmasted barque Parmir and her sister ship, have made their last voyages. They took 127 days from Australia to Falmouth, Cornwall, England. The two beautiful ships will now be used merely as floating grain warehouses. So passes an era of the transportation of grain by sailing ships which had its beginnings far beyond recorded history.

• • •

Emily Post says it's all right to use a small crust of bread to push food onto the fork. To a quibbler who thinks such pushing is proper only for the last mouthful or two, Emily answers that although usually only the last few bits on the plate present any difficulty, the bread pusher is appropriate "whenever necessary." Now lift your fork and keep your eye peeled for an upturn in flour and bread consumption figures.

"The other day," said Old Dad Fetchit of the Fish River Roller Mills, "Sim White was settin' out here waitin' for his grain ticket an' cussin' about wheat bein' so low, when along come Bull Head Brown from down by the tail race where he'd been fishin'. I could hear 'em layin' out the guv'ment, Bull Head raisin' hell because bread cost so dang much and Sim carryin' on an' sayin' Bull was jes' exactly right an' wheat'd ought to be sellin' for four dollars. They finally got right friendly agreein' that ef we had a guv'ment that wuz a guv'ment wheat'd be sellin' for five dollars a bushel an' ef anybody asked more'n a nickel for a loaf of bread the revenuers would turn out an' run him down."



THE MILLER OF TANGLETOWN

(Reprinted from The Northwestern Miller of 1899)

It was Sunday morn at Tangletown,
And the air was sweet and still,
It scarce would waft the thistle-down,
But let it skim, or swim, or drown
In the pond that lay so warm and brown
Below the old stone mill.

The miller sat by his own house door,
With his Bible on his knee.
He was hale and strong, and full three-score,
And he turned the leaves of the good book o'er
And read and smiled, and smiled the more
When his wife came in to see.

She rustled about in her Sunday air,
And her shining Sunday silk,
That she smoothed with hands so fat and fair,
Then gave a touch, with modest care,
To her crown of wavy satin hair,
As soft and white as milk.

He spake, "My dear, say what you will,
'Tis just as I've said before;
When God designs any place to fill
With woe and sorrow, the folks to kill,
He'll say that the millstone and the mill
Shall be heard in it no more.

"And you see, my dear, we always know
By the mill about the crop.
No need to go out to see it grow,
Nor read the reports the papers show;
But be sure that the whole great world runs slow,
When the mill and the millstone stop."

His wife smiled calmly, as women can,
When the right is all their own;
She waved her turkey feather fan
And sighed a little, as she began:
"You know, my dear, that sinful man
Cannot live by bread alone."

"Why, there's no need!" and the miller frowned;
"How often must I say
That so many different flours are ground
And so many different ways are found
To mix them up—why, I'll be bound,
We might eat cakes twice a day."

Margaret Holmes Bates

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Spend not, where you may save;
Spare not, where you must spend.
—*Ancient and Anonymous.*

EDITORIAL

COMPULSORY STATE MARKETING

COMMENTING upon the failure of compulsory state marketing in Canada, Searle Grain Co. calls it merely another of the "promised Utopias and delusions" which in the long course of history have ended in disaster. The promise that governmental artificially set prices for farm products would assure farmers price stability and guaranteed markets has not been fulfilled.

Canada's farm market outlook, it seems to be agreed on all sides, is grim. New panaceas are being frantically proposed, along with more doses of some of the old ones. Searle thinks it is time to look once more at some first principles founded upon reason, logic and experience:

That a good part of Canada's agricultural products have to be sold on world markets—with wheat about 75%.

That world prices are made by the numerous and complicated international factors of supply and demand not only of any one commodity, but of all other commodities that can be used as substitutes.

That these factors of supply and demand are continually fluctuating.

So that therefore the price of any commodity must also fluctuate.

That no actions of any government can have the slightest effect of preventing fluctuations of international supply and demand, hence cannot prevent price fluctuations.

That if any organization sets price artificially and tries to stop fluctuations, the following results must inevitably ensue: (a) Cash will be lost to producers, or (b) markets will be lost, and that conceivably at times both cash and markets will be lost, just as has occurred in Canada with the latest experiment in compulsory state marketing.

How did men in such an enlightened age as ours come to depart from these principles? The Searle spokesman tells this sad story thus:

"The long period of the nineteenth century, up to the start of the first Great War, has often been called Mankind's Modern Golden Age. There occurred, during this period, an astonishing expansion of trade, commerce and industry, which extended, in ever-widening circles, throughout the whole world, and resulted in Western Europe and on the North American Continent in abundant food and in a plentitude of goods of all kinds and at reasonable prices.

"There existed at this time what seems in retrospect to have been an extraordinary amount of freedom for the individual, for governments then confined themselves almost exclusively to the business of governing. Trade and commerce were unhampered and unhindered, so employment expanded, wages gradually rose, and hours of labor became shorter as labor-saving devices resulted in more efficient operation, and so harsh human toil was removed from almost all work.

"Tariffs between countries were low or nonexistent. People could pass from one country to another without any vexatious restrictions. In many countries no passports or visas were required. Travel was safe and the people of any country could freely engage in trade and commerce with the people of almost every other country.

"Individuals, in short, enjoyed those ancient rights of liberty and freedom of action which had been won with such great sacrifices by their forefathers.

"An immense expansion of trade and commerce followed, as a natural consequence, for individuals, firms, organizations and institutions realized that investments in new industries at home and abroad, and enterprise and initiative, if successful, would return a just and proper reward to those concerned, out of which the government would take but a modest toll for taxation.

"Many observers conclude that Golden Age was made possible only because the individual citizens enjoyed freedom and liberty of action. No one in those days thought that security could be obtained in any other way than by the individual's own effort. People thought that the best security anyone could be given was high employment, good wages and good profits, all the result of steadily expanding markets.

"The situation today is almost the reverse of the conditions, national and international, that prevailed during that Golden Age. Today governments interfere in almost every phase of the citizens' activities. People passing from one country to another are looked upon with suspicion, and every possible inconvenience and restriction is placed in their way. In some countries individual initiative and enterprise have been almost entirely stifled, and governments take such a high toll from the returns of successful investment and enterprise that the game is usually 'not worth the candle.' Hence enterprise and initiative have stagnated and expansion of international trade has declined."

The remedy? Simply this: Let government restore to the people those freedoms and liberties which are their rights and which they once enjoyed. Let government attend to its own duties of governing, and withdraw from those purely economic endeavors in which it can act less efficiently than can the experienced citizens themselves. Then will the initiative and enterprise of countless individuals once again be released; then will trade and commerce again flourish and lost markets be regained, and so will agriculture and the traffic of the world begin to go ahead again with leaps and bounds.

"Then, and only then," concludes the wide commentator whose views we have been quoting (and endorsing), "will the people enjoy the best security and highest prosperity that always follows when agriculture, trade, industry and commerce flourish."

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LITERATURE OF THE INDUSTRY

SOME years ago, in response to persistent and long-standing inquiry from readers, the editors of this publication undertook an industrial imitation of the Five-Foot Shelf of Books which had been recommended for cultural purposes by the late Charles W. Eliot when he was president of Harvard University. Ours was a harder task, possibly, than President Eliot's, for though he had plenty of books to choose from we had altogether too few. Another difficulty, we found, was that when the titles had been selected it was impossible to put them all together on a single shelf for the reason that many of them were out of print and some were beyond the reach of either borrower or buyer. For the private owner, therefore, such a shelf could exist only in theory.

To a considerable extent the former scarcity of titles and available printed copies has been remedied, though important parts of the technical and historical lore of the breadstuffs industry have yet to be written and published in such form as to be available for general use. The reason for this is clear enough. Milling and baking are heavy with years and tradition and rich in scientific achievement—there is plenty of book material. But books do not happen merely because they ought to. Many a good book is unborn because publishers do not envisage enough buyers thereof to ensure a profit.

How many offices—how many men—in the breadstuffs industries have adequate trade libraries? Do their collections reach five-foot dimensions? What are their industrial "bibles"? Frankly, we do not know, but we have some kind of a suspicion. Recently a flattering answer to these questions was possible in one rather sensational case. This was the gift of the Bailey Milling Collection to the technical library of General Mills. The collection had been made by Dr. C. H. Bailey, dean of agriculture in the University of Minnesota. It was the scholarly fruit of a lifetime of study and research. In it were more than 3,000 reprints of technical articles, about 1,000 state experiment station bulletins, U.S. Department of Agriculture Bulletins and similar documents dealing with milling technology, cereal chemistry and related subjects. Still to be transferred from Dr. Bailey's shelves to the GMI library is a large collection of volumes on the same general subjects, including books in Russian, German, French, Swedish and many other foreign languages.

Recently, too, attention was drawn to another great collection of industrial literature—the American Institute of Baking's Louis Livingston Library. Julian M. Livingston has presented funds for the purchase of library equipment needed for the new institute building now under construction. Twenty-five years ago, he and his brother, the late Milton L. Livingston, purchased the Wahl-Henius collection, a recognized source of information on fermentation, and presented it to the institute as a foundation for the Louis Livingston Library, a memorial to their father who was a pioneer Chicago baker. In the collection were many thousands of books and pamphlets. Extensive additions have been made. Now there are more than 5,000 books and more than 20,000 pamphlets dealing with the scientific and historical background of bread. The Livingston collection is recognized as one of the greatest among industrial libraries, and thus is a mark of special distinction which should be savored and appreciated by all the nation's makers of bread.

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WRONG PUBLIC RELATIONSHIP

SOME editorial paragraphs in Editor & Publisher, the newspaperman's trade magazine, have caught our attention as being appropriate to certain labor-management relationships within the flour industry. These paragraphs seem to us worth borrowing for the instruction of those who wisely set up public relations programs but sometimes unwisely fail to support them to the fullest extent and in the most logical manner:

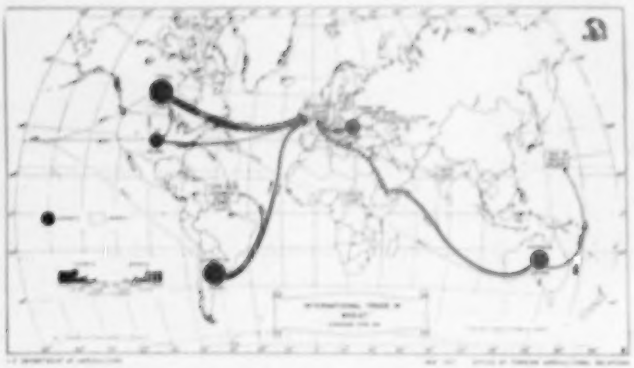
"Labor-management controversies are often front page stories. Reporters who write those stories try to get both sides for comment. Labor leaders, having news sense and knowing the value of a good story, are almost always available to reporters with prepared statements or ready comment. How often can that be said of management?

"Sometimes a management 'spokesman' is quoted, but more frequently there is the terse statement that the company president or chairman of the board, etc., was not available for comment.

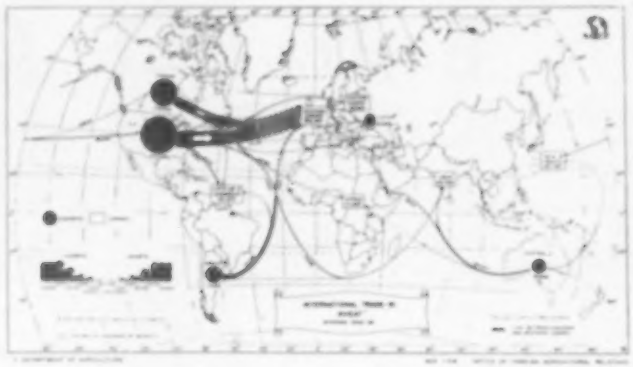
"As a result, labor has its say in these controversies without any rebuttal. The effect on the public is just what one might expect—sympathy for the side that gets its story across fastest with the mostest.

"This situation will prevail until all businesses realize that public relations advisors belong on the top management level and not in the 'hired hand' category. If they are worth hiring, they are worth putting in a spot where they can do the job right."

We can't help thinking, in any case, that if the public can't be told virtually everything good journalism says the public wants to know, public relations programs might as well be junked. They won't thrive on shush.



PREWAR EXPORTS—Canada, with average exports of 187 million bushels during 1935-36 to 1939-40, was the leading exporter of wheat, including flour. The U.S., with an average of only 53 million bushels, was one of the smaller exporters. Argentina and Australia each exported more than 100 million bushels. Western European countries were the leading importers, taking about 375 million bushels annually.



POSTWAR EXPORTS—During 1946-47 to 1948-49 the U.S. exported an average of 463 million bushels of wheat and flour—nine times as much as prewar and became the leading exporter. Canada increased its exports from 187 million prewar to 223 million bushels annually, and ranked next to the U.S. Exports from Australia averaged about the same as prewar, but those from Argentina were reduced to about half of the prewar average.

Finland Expected to Retain State Control of Grain Until End of '52

LONDON—Finland, formerly an important buyer of imported flour, is expected to retain government control of grain and associated products until the end of 1952. Consideration will then be given by the authorities to the return of the trade to private hands. The scarcity of foreign currency is the limiting factor on progress at the present time and in any event observers do not anticipate any relaxations until the amounts due to Russia in respect of war damage are paid. Completion of this indebtedness is set for Sept. 19, 1952.

Russia is the major supplier of wheat to the Finnish mills at the present time, total deliveries in 1949 amounting to 100,000 metric tons, the balance of requirements, totaling 6,000 tons, coming from Argentina. Negotiations for the supply of Russian wheat to meet requirements in 1950 are still in progress and so far no settlement has been reported. In order to meet current requirements 7,200 tons of wheat have been bought from Argentina for immediate shipment. This small amount is, of course, insufficient to meet requirements and unless the difficulties with Russia can be smoothed, a severe shortage will affect the operation of flour mills.

Adding to the difficulties was the less than expected outturn from the 1949 home crop, adverse weather affecting both quality and quantity. The difficulty was heightened by the loss of more than 10% of the grain growing area to Russia. The millers were recently instructed to step up the proportion of imported wheat in the grist by 10%, leaving the proportion to be found from home sources at 40%. If the difficulties connected with imported supplies are prolonged, the government will have to consider the reimposition of the regulations affecting extraction rates. These were withdrawn in November, 1949, and millers were left free to meet the desires of their customers.

During the war a smooth quality of flour was substituted for the previously popular granular variety but as a result of the preference expressed by consumers, most mills, of which the most important are controlled by two cooperative societies, S.O.K. and O.T.K., are turning back to the prewar type.

—BREAD IN THE STAFF OF LIFE—

AIB ISSUES NEW SANITATION POSTER

CHICAGO—"Mop Each Drop" is the title of the 16th sanitation poster in the series being issued by the department of sanitation of the American Institute of Baking. It is the third of a group identified with the subtitle, "Keep It Clean" as a special slogan for the type of operations described. During 1950 the department plans to prepare and issue from 6 to 10 additional posters. Copies of the posters are available for purchase from the AIB department of sanitation.

SOCIALISTS ACCUSED OF FAVORING COOPERATIVES

LONDON—Accusations of political nepotism have been made against the British Socialist government by bakers because of the decision to give the cooperative societies, supporters of the Socialist party, a greater share of increased allocations of fat for flour confectionery and biscuits.

The Ministry of Food, headed by Socialist John Strachey, has announced that bakers are to be given an extra allocation of 26,100 tons of fat annually, thus raising the general allocation to bakers from 45% to 60% of prewar usage. The extra allowance has been welcomed by traders because it will allow them to increase both the quality and quantity of their output. The recent decision to withdraw restrictions on the use of flour, allowing bakers to take as much as they require, is another factor favoring an expansion of the domestic bakeshop trade.

For biscuit manufacturers the present allocation of fat will be increased by 9,150 tons, or approximately 25% of the present allocation.

There has, however, been bitter trade criticism of the preferential treatment given to the cooperatives. In addition to receiving a proportionate share of the additional allocation, the cooperative societies are to receive an additional 500 tons which will bring their total share to 62½% of the 1939 figure as opposed to the private baker's proportion of 60%. For biscuits, the cooperatives are to receive an additional 600 tons.

An official of the National Association of Master Bakers, London, protesting against the decision to aid the cooperatives at the expense of private bakers, stated that the granting of an additional allocation was aimed at damaging private trade and would have the effect of limiting the buying freedom of the consumer, forcing many to deal with the cooperatives to obtain adequate supplies. Representations on the subject will be made to the new government appointed as a result of the elections Feb. 23.

A press commentator in the anti-Socialist press alleged that the left wing party, committed to a policy of nationalization, is afraid to bring the distributing trades within the orbit of state control or to legislate them out of existence. Instead, they propose to starve them out by keeping them shorter of supplies than the cooperative competitors. This view is confirmed in the opinion of observers by the move to give greater supplies to the Socialist supporting cooperative societies.

—BREAD IN THE STAFF OF LIFE—

TED LAUDER APPOINTED TO EKCO PRODUCTS POST

CHICAGO—Ted Lauder has been appointed as an assistant to Tom Dillon, vice president in charge of bakery sales for Ekco Products Co., it has been announced.

Mr. Lauder has served with Ekco since 1935 and has been Midwest sales representative for the company's bakery division since 1940. He was appointed Midwest regional sales manager in 1946. His headquarters have been in Kansas City, Mo. He is a member of the Midwest Bakers Allied Club of Kansas City, the Allied Trades of the Baking Industry, the American Society of Bakery Engineers and other baker and allied organizations.

AIB BAKING ALUMNI GROUP TO MEET

CHICAGO—The annual dinner of the alumni association of the American Institute School of Baking will be held at the Edgewater Beach Hotel March 7, during the coming meeting of the American Society of Bakery Engineers. In addition to election of officers, the group will discuss allocation of funds for the student lounge in the new AIB building now under construction.

CREAM OF WHEAT NET TO 15% IN PAST YEAR

Earnings Total $1,458,444, or $2.42 a Share on $9,282,813 Net Sales During Year

MINNEAPOLIS—A net income of $1,458,444 on gross sales, less discounts and allowances, of $9,282,813 was reported by the Cream of Wheat Corp. for the year ended Dec. 31, 1949. The net profit amounted to about 15½% of sales or approximately $2.42 a share on the 600,000 shares of $2 par value stock.

Dividends declared, including dividends payable to stockholders of record Jan. 3, 1950, totaled $1,200,000 or $2 a share. Net income before provision for income taxes is shown on the statement as $2,401,904. Federal, state and Canadian income taxes totaled $943,459.

Total current assets of the corporation were reported as $6,585,304 as compared with total current liabilities of $1,449,955 for a ratio of 4½ to 1. Of the total assets, $800,663 is fixed assets, including factory sites, buildings, machinery and equipment at Minneapolis and Winnipeg.

D. F. Bull, president of the corporation, said in a statement to stockholders which accompanied the financial report that net sales during 1949 were 4½% less than sales in 1948. The decline, he said, resulted entirely from a smaller volume of unit sales, as the selling price per case of the firm's product remained the same.

"Notwithstanding the decline in volume of business and the other adverse factors, operating profits increased," Mr. Bull said.

"This favorable result was largely attributable to a softening in commodity prices, enabling us to make advantageous purchases of raw materials. The recent capital expenditures in modern packaging equipment and other plant facilities also effected economies in operating costs.

"During 1949 the company continued its intensive sales efforts through its sales force and through advertising in magazines, newspapers and by radio. The total of these expenditures for 1949 was slightly in excess of that for 1948. Maintenance of these programs is planned for 1950."

—BREAD IN THE STAFF OF LIFE—

GMI APPOINTMENT

MINNEAPOLIS—The appointment of Donald G. McElliott as assistant director in charge of personnel ad-

WOLF'S PREMIUM FLOUR

Milled for those who want only the finest baking qualities . . . from the choice of the nation's wheats.

An Independent Mill

WOLF MILLING CO.
ELLINWOOD, KANSAS

"DURAMBER"
SEMOLINA
FANCY No. 1
Milled from Carefully Selected
AMBER DURUM WHEAT

AMBER MILLING DIVISION
Farmers Union Grain Terminal Association
St. Paul, Minnesota

MILLING ENGINEERS, INC.

Designers and Builders for the Grain Processing Industries

1911 Baltimore • Kansas City, Mo.

ANALYSES
FLOUR, FEED, WHEAT
PROMPT ACCURATE LABORATORY SERVICE
THE MID-WEST LABORATORIES INC.

DIXIE LILY
A flour without an equal anywhere
Plain and Self-rising
THE BUHLER MILL & ELEVATOR CO.
BUHLER, KANSAS
Southern Regional Office
313-35 Exchange Bldg., Memphis, Tenn.

Victor-Champion-Frost King-Headliner
Family Flour De Luxe
THE CRETE MILLS
CRETE, NEB.

MILL MUTUAL SERVICE
FOR POLICY HOLDERS
Mill Mutual Fire Prevention Bureau
400 West Madison St. Chicago, Ill.

ministration for the General Mills, Inc., department of industrial relations, has been announced by E. W. Burgess, vice president in charge of industrial relations. Mr. McElliott comes to Minneapolis from San Francisco, where he has been assistant comptroller of the General Mills Sperry division. He has been associated with General Mills since 1931.

—BREAD IS THE STAFF OF LIFE—

U.S. Flour Production and Consumption

Note: Export statistics for 1947, 1948 and 1949 include flour exported under the Department of Army Civilian Supply Program and, as in the previous years, flour made entirely of U.S. wheat, and other wheat flour (including flour milled in bond), in 100-lb. sacks, 000's omitted. Sources: Reported flour production for 1947 and 1948 and the partially estimated flour production for 1944, 1945, 1946 and 1949, U.S. Bureau of the Census; estimated domestic disappearance, The Northwestern Miller; exports, Foreign Trade Division of the Bureau of the Census, U.S. Department of Commerce.

	Production	Exports	Est. dom. disappearance
1943—			
January	32,630	4,847	17,775
February	18,909	4,717	16,353
March	20,391	3,873	17,610
April	17,187	3,676	16,511
May	17,333	3,609	16,724
June	16,116	3,727	17,369
July	18,994	3,007	15,988
August	19,867	1,346	18,611
September	20,357	1,496	18,895
October	20,896	1,673	19,333
November	19,321	1,139	17,682
December	18,679	1,896	16,774
Totals	220,719	31,383	204,330
1944—			
January	20,208	6,946	16,458
February	21,186	5,015	16,181
March	21,970	4,998	16,971
April	22,384	6,199	16,164
May	22,880	6,896	17,074
June	23,938	7,941	16,997
July	24,601	8,733	17,681
August	25,171	7,519	17,653
September	23,618	6,317	17,303
October	24,388	4,713	19,667
November	23,099	5,038	18,061
December	22,695	5,897	16,798
Totals	278,133	75,678	204,094
1947—			
January	28,188	8,626	18,884
February	24,966	8,776	16,339
March	27,701	9,321	18,279
April	24,955	8,138	16,817
May	24,641	11,683	17,959
June	24,416	11,628	12,788
July	26,170	8,898	16,873
August	26,380	7,493	16,797
September	25,639	7,136	17,889
October	26,584	8,443	18,132
November	23,815	4,846	18,376
December	23,713	4,994	18,769
Totals	306,499	98,633	206,666
1948	*278,800	49,561	229,239
1949	*274,400	31,562	240,838
1950	*256,300	16,899	238,309

*Partially estimated.

—BREAD IS THE STAFF OF LIFE—

RAILROAD NIGHT SET FOR K.C. FEED CLUB

KANSAS CITY—Railroad men who are members of the Kansas City Feed Club will be honored at a "railroad night" meeting of the club at the President Hotel March 14. The dinner will be preceded by a cocktail hour at 6 p.m. Principal speaker will be William Turner of the Missouri Pacific Railroad, well known for his interesting and humorous talks. Reservations should be made with W. L. Alley, secretary, Pay Way Feed Mills, Third and Broadway, Kansas City.

—BREAD IS THE STAFF OF LIFE—

LAW CHANGE ASKED

ALBANY, N.Y.—The New York State Legislature has been asked to repeal restrictions on hours so that bakeries may remain open on Sunday. Under the present law, bakeries must be closed between 10 a.m. and 4 p.m., and after 7:30 p.m. on Sundays. The bill was drawn by the Independent Food Retailers Assn.

LA GRANGE FLOURS . . .

whether plain or enriched, remain the same high standard, dependable flours that have characterized the products of La Grange Mills over the half century and more of their operation.

This quality pattern is not an accident but the result of painstaking care in wheat selection and careful milling.

☆

You can depend on LA GRANGE FLOURS

☆

LA GRANGE MILLS RED WING MINNESOTA

SURE DEATH FOR INSECTS with ANNIA GERM

AG

TRADE MARK
INSECT CONTROL
REGISTERED

AG Mill Spray kills all forms of insects found around flour or feed, including both hard and soft shell species. Not a fumigating gas, but a highly penetrating spray designed for insect control in storage bins, warehouses, machinery or any place else where insects hide.

SAFE around Feeds . . . You can spray AG directly on flour or other foods. It is non-poisonous, and leaves no odor, taste or stain. Does not contain DDT.

Get AG Mill Spray for sure control of insects in your plant. See your Douglas salesman—or write direct.

Write for FREE Book

24 pages of valuable information on how to protect grain from insects, heat and moisture damage, musty and ground odors, rats and mice.

"PIONEERS OF SAFE INSECTICIDES"
Douglas Chemical and Supply Company
1324-G-1 West 12th St. INCORPORATED 1919 Kansas City, Missouri
BRANCH WAREHOUSES: INDIANAPOLIS, INDIANA; SPOKANE, WASHINGTON; MINNEAPOLIS, MINNESOTA; PORTLAND, OREGON

CANADIAN TRADE COMMENT

By A. H. Bailey

TORONTO—A four-point program to combat falling prices and shrinking foreign trade was disclosed by the Canadian government as Parliament opened Feb. 16. Hinting at what the government plans to do in a legislative way during the current session the "speech from the throne," read by Viscount Alexander, governor-general, forecast action to provide more price support for farm and fish products by placing price support legislation on a permanent peacetime basis; extension of the government's monopoly over the sale of western wheat, in what officials say is "an effort to continue stabilizing wheat prices," participation in international efforts to reduce world trade barriers and thus make it easier for Canadian exporters to sell goods and help such countries as the U.K. and other traditional customers of Canada to earn more dollars with which to increase purchases in Canada. Responsibility for falling farm prices was pinned on circumstances outside Canada.

BAKERS' LABOR, MATERIAL COSTS HIGHER

Figures compiled from the Bureau of Statistics Census of Industry summaries for the Canadian baking industry for the 10-year period 1939 to 1948 show that the cost of labor and materials in 1939 was 73.97% of total sales, whereas in 1948 it had increased to 79.84% of total sales. The gross operating margin in 1939 was 26.03% of total sales and by 1948 this figure had dropped to 20.16%. The decrease in gross operating margins of 5.97% in terms of total sales represents a decline in gross operating margins since 1939 of 22.09%.

BREAD WRAPPER TROUBLES STUDIED

At the October meeting of the Canadian National Council of the Baking Industry, a committee was appointed to look into complaints about bread wrappers during hot weather. A report has now been made and the chief cause of last summer's bread wrapper trouble arose from the efforts of the Emergency Import Control officials to restrict import of waxes from the U.S. and the efforts to substitute domestic waxes.

A meeting between the committee and representatives of bread wrapper manufacturers was held Jan. 25 and the national council is making strong representations to the government to have tariff definitions remain unchanged in order that converters may continue to import waxes which have higher melting point than domestic waxes.

Bakers were advised to store wrappers where heat will not become excessive and to specify summer shipment of bread wrappers by refrigerator cars. Smaller bakeries should time their purchases and deliveries so that they are able to have on hand for use wrappers with higher melting point coatings during summer months. If converters were to use higher melting point waxes all the year it would mean higher priced bread wraps.

MARKETING OF COARSE GRAINS

The advisory council of the Canadian Wheat Board has recommended that the sale of coarse grains be taken out of the hands of the board and restored to speculative marketing channels after July 31, 1950. A proviso was made to the effect that a floor price should be placed under such grains. The council recommended that wheat be handled by the Wheat Board for another year.

Australia Sells Flour to U.K. at Price Below Cost of Wheat

LONDON—The growth of competition between the major flour exporting countries is causing concern in European milling circles since it is realized that a price war, under which flour is sold at a relatively lower price than wheat, may have repercussions on the home milling industries of those countries which rely on imported wheat to keep their plants running.

The situation was recently highlighted by the Australian sale of 100,000 tons of flour to Britain at what was admitted to be a concessionary price. The flour was for consumption in some British overseas territories. Though the actual price was not revealed, a statement by an Australian government official made it clear that the figure was well below the International Wheat Agreement price and below the price charged by the Australian Wheat Board for wheat.

Admit Concession

The Australians frankly admitted that the price concession was made to offset the severe world competition in flour and to find employment for their mills. Despite the complaints voiced by European millers, the Australian officials, observers declare, cannot be blamed for attempting to assist their own milling industry in view of the fact that world competition in flour is infinitely greater than world competition in wheat.

Under the present system of monopoly trading, sponsored by governments both on the buying and selling sides, such deals will be frequent if the principle is generally accepted as good business. Many countries, in order to save scarce foreign currency, especially dollars, might be tempted under present circumstances to accept flour when the position meant that the cost would be lower than that entailed by buying and milling wheat. This would be done despite the protests from the home millers.

Offsetting this, however, would be the disadvantages arising from the loss of millfeed, necessitating greater imports from abroad.

Competition Stronger

Representative traders have suggested that the real reason behind the Australian decision to give a concession price for a substantial sale of flour is the competition now being provided by American and Canadian millers to whom the Australian millers have lost so much trade in the last few years. The North American mills are in a better position to meet competition and to offer lower prices than the Australians, and the new move indicates that the Australian industry is going to make a determined effort to obtain a greater share of the trade.

Observers are generally agreed that the principle of monopoly trading is to blame for the present situation and, in Britain at least, there have been renewed demands for a cessation of bulk buying and for a return to the tenets of private enterprise. Only by freeing the grain and flour trades from control, critics state, will the unfair competition be eliminated.

BREAD IN THE STAFF OF LIFE

VISIBLE STOCKS DIP

WINNIPEG—Visible stocks of Canadian wheat in all positions decreased almost 2,400,000 bu. for the week ended Feb. 16 to 149,409,000 bu., compared with 151,763,000 bu. the week previous and 149,546,000 at the same time a year ago. Increased wheat exports, totaling 2,400,000 bu., contributed to the decline in the visible total, according to the statistics branch of the Board of Grain Commissioners for Canada. Winter rail grain shipping activity has been very light at the Canadian lakehead ports of Fort William and Port Arthur this season.

BREAD IN THE STAFF OF LIFE

1949 VANCOUVER FLOUR EXPORTS UP 500,000 BBL.

VANCOUVER—Flour exports from this port in 1949 totaled 1,721,559 bbl., showing an increase of more than 500,000 bbl. over the previous year but down a million barrels from the 1947 total. Figures for previous years were: 1948, 1,184,239 bbl.; 1947, 2,848,577 bbl.; 1946, 1,830,584 bbl.

Nearly half the shipments made from here last year were consigned to the Philippine Islands, totaling 865,693 bbl. to set a new record in this trade and comparing with 351,648 bbl. the previous year, 443,495 bbl. in 1947 and 601,065 bbl. in 1946.

China was the next most important customer last year, taking 440,917 bbl. against 160,690 bbl. in 1948. However, the Chinese business last year was small compared to previous years when conditions were less chaotic there and the North China market was open to Canadian exporters. For instance, in 1946 Canadian shipments to China totaled 1,087,108 bbl. and in 1947 the movement was 638,216 bbl.

The Straits Settlements was the third most important outlet with 134,463 bbl., also a new record. Central American business totaled 114,791 bbl., triple the 1948 figure. However, total shipments of Canadian flour from here to Central and South America last year aggregated 152,795 bbl. and included 23,929 bbl. to Panama.

Trade with the U.K. continued to deteriorate. Shipments last year were only 109,751 bbl., compared with 439,299 bbl. in 1948 and 487,257 in 1947. Another big loss was shown in trade with India.

A summary of 1949 shipments as made by the Vancouver Merchants Exchange reveals 109,751 bbl. to the U.K.-Continent against 440,945 bbl. the previous year; 1,307,058 bbl. for the Orient, contrasted with 518,828 bbl.; 152,795 bbl. to Central and South America against 68,669 bbl., and 151,955 bbl. to other countries, compared with 155,797 bbl. in 1948.

BREAD IN THE STAFF OF LIFE

EXPORTS FROM CANADA TOTAL 2,700,000 BU.

WINNIPEG — Wheat and flour worked for export from Canada last week totaled 2,700,000 bu. and included 1 million bu. in the form of flour. About one third of the latter went to countries signatory to the International Wheat Agreement as did all of the wheat. The U.K. took 1,370,000 bu. wheat, Belgium 160,000, and the remainder went to the Near East.

EUROPEAN ROUNDUP

By George E. Swarbreck

LONDON—A recent report by the Washington correspondent of The Northwestern Miller indicating that the cartelization of European industry stands as a significant roadblock to the plans of Paul G. Hoffman, Economic Cooperation Administrator, in his efforts to break down trade barriers between Western European nations aroused considerable interest in continental trade circles.

U.S. officials had discounted the possibility of a restoration of private trading while western Germany continued to recognize a cartel arrangement wherein the business was parcelled out within Germany among importers on a cartelized basis. It was agreed that a similar condition existed in the U.K. and specific reference was made to trade in flour and grain.

While admitting the force of the argument advanced by the U.S. officials, traders observe that it would be difficult to see what other system could be evolved while government controls have to be retained to surmount currency difficulties. When state trading was introduced in Britain shortly after the outbreak of war all traders in a particular section were allowed to participate in accordance with their standing in prewar private trade and, in general there has been no divergence from this principle.

Other countries have a similar system in operation at the present time in order to protect the interests of all importers. The Germans have parcelled out the potential import trade, in respect of flour, among those operating in the period 1920-29 when flour came into the country. Unfortunately, by some means or other, a few traders not in possession of a prewar qualification have obtained quotas and on these grounds the Germans themselves are highly critical of the arrangement.

As trade restrictions are freed, a necessarily gradual process, the same

parcelling out system is useful for keeping all traders in line and, though it reduces competition, it makes for fairness, the prerequisite of any scheme while some vestige of official control remains. When the trade is almost free of restraint, a process which will take at least 12 months, the remaining controls can be shed and competition allowed to operate. The Germans will have to continue their so-called cartelized system for some time, but the traders agree with the U.S. officials that it is a bad system and they will be glad to see the end of it.

THE SUBSIDY PROBLEM

Tied up with the quota system is the prevailing European policy of subsidies whereby the domestic buyer is enabled to purchase a commodity at far less than the prevailing world value, the necessary difference being provided out of taxation. Many traders would like to see the abolition of subsidies and a corresponding decrease in taxation. They point out that the subsidy system works both ways, often to the detriment of the trader and consumer.

Some goods are bought in world markets by the state at low prices and sold on the domestic market at inflated wartime prices, often as much as 100% over the value, the profit going to offset government losses on other commodities and to reduce the demand on taxation funds.

SPANISH TEXTBOOK ON FLOUR

The well known textbook, Flour Milling Technology, by Leslie Smith, of the milling engineering firm of Thomas Robinson & Son, Ltd., Rochdale, England, has been translated into Spanish. This practical book, useful to both miller and student, covers every aspect of milling from the grain structure through the various milling processes to mill design and layout. It also devotes some pages to chemistry and bread making while attention is given to elementary electricity and mechanics. The volume is fully illustrated and contains some very useful plan drawings.

BRITISH GRIST ALTERATION

Another alteration in the grist for bread flour in England and Wales was announced by the government early in February. The maximum amount of Manitoba now permitted has been upped to 65% and covers the reduction in home grown wheat to 15% necessitated by the growing shortage of supplies. The remainder of the grist is made up of 10% Australian wheat and 10% filler wheats as available. A recent government committee recommended that the millers be allowed greater freedom in choosing the grists which best suit their customers, and if this recommendation is adopted it will mean the end of National Flour with its compulsory addition of imported flour. Thereupon, the importers may expect freedom to sell their flour to the baker customers in accordance with the prewar practice, a system which would be welcomed not only by the importers but by those bakers who express a preference for imported flour.

GLASGOW OFFICE OPENED

Herbert Philip of the importing firm of Watson & Philip, Ltd., Dundee, Scotland, has now set up a buying office in Glasgow and is resident in that city. Mr. Philip visited the U.S. and Canada in 1948 and returned much impressed by the improved quality of flour available, a situation which he ascribed to the careful research undertaken by North American millers during the past few years.

MORE RUSSIAN CLAIMS

The Russians, who are never far behind in claiming the development of new types of cereals, state that they have produced yet another variety of rye. The highest yield reaches, so they say, 74 bu. to the acre. Thousands of acres will be sown with this new high yielding variety of rye in 1950. The Communist authorities are placing great emphasis on the growing of increased quantities of rye. There are rumors circulating in Germany that the Russians there, in concert with some German scientists, have evolved a new method of milling rye, which gives a flour equivalent in every way to wheat flour.

—GOOD IS THE ENEMY OF BAD—

PILLSBURY APPOINTS RESEARCH MANAGER

MINNEAPOLIS—The department of commercial research of Pillsbury Mills, Inc., will be maintained under the managership of G. R. Detlefsen, it has been announced by Philip W. Pillsbury, president of the company.

The former director of commercial research, Robert T. Browne, was recently appointed director of marketing in the grocery products division.

Mr. Detlefsen, who has been manager of the commercial research department for some time, joined Pillsbury in January, 1945, as a research technician.

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Record Feed Grain Stocks Point to Heavy Feeding, Large Carryover

WASHINGTON—The record stocks of feed grains Jan. 1 are more than adequate for domestic and export requirements during the remainder of the feeding season, and another big carry-over is in prospect, the Bureau of Agricultural Economics states in its February Feed Situation report.

Total Jan. 1 stocks of corn, oats and barley in all positions were estimated at 98 million tons, more than one third larger than the 1938-42 average and 3% above the previous record stocks of a year earlier. Nearly 16 million tons of the Jan. 1 stocks of these three grains were under loan or in government ownership. Excluding the quantities held in the loan programs, stocks of these grains were about 10% less than a year earlier.

Nearly 500 million bushels of the 2,830 million bushels of corn on hand Jan. 1 were under loan or in government ownership.

Disappearance Larger

The combined disappearance of corn, oats and barley during October-December was the second largest on record and 12% larger than a year earlier, reflecting unusually heavy utilization of corn during the quarter. Continued liberal feeding per head of livestock and greater production of livestock and livestock products was primarily responsible for the heavy utilization of feed grains in the first quarter of this feeding season, although the storm damage to corn fields in the Midwest last fall probably caused greater than usual wastage in harvesting and feeding corn.

Total domestic use of feed grains during the remainder of the current season (January-September) is expected to be larger than in the same period of 1949, although the increase over corresponding periods of a year earlier probably will not be so great as during the first quarter of the season.

Because of an increase in corn, the combined carry-over of corn, oats and barley at the end of the 1949-50 marketing year probably will be about as large as or a little larger than the record carry-over a year earlier. The corn carry-over next Oct. 1, based on present indications, is expected to be about 10 to 15% larger than the carry-over of 825 million bushels last year, while smaller carry-over stocks of oats and barley are in prospect.

Hay Stocks Also Up

Stocks of hay Jan. 1 were a little larger than a year earlier, and were near record in relation to the number of hay-consuming livestock on farms. Hay stocks were unusually large in areas of the western Corn Belt and in the Southwest but were below average in the northeastern states and in a number of other states in the northern part of the country. Mild weather this past fall and early winter resulted in the smallest May-December disappearance of hay in recent years.

Prices of most feeds declined from December to January, and in January feed prices were generally lower than a year earlier. The indexes of prices received by farmers for feed grains and wholesale prices of high protein feeds both were 7% lower. In the first half of 1950 feed grain prices may average somewhere near the average for the first half of 1949. Last year feed grain prices dropped from January to February, and made up only a part of this loss in the following months.

The large quantity of feed grains under loan this year and the larger number of livestock on farms will give support to prices of corn and other feeds during the first half of 1950. Late this spring and summer feed grain acreages and prospects for 1950 crops will have an important influence on the level of feed prices.

Prices of the lower protein by-product feeds may average about as high during the remainder of the 1949-50 feeding season as in that period of 1948-49. Prices of the high protein feeds, however, probably will average lower than in this period of 1949, when prices of some of these feeds reached record levels.

—BREAD IS THE STAFF OF LIFE—

CAROLINAS' BAKERS PLAN JUNE 10-12 CONVENTION

MYRTLE BEACH, N.C.—Plans for the June 10-12 convention of the Bakers Association of the Carolinas were completed by the officers and committee chairmen at a meeting here Feb. 11-12. The convention is scheduled to be held at the Ocean Forest Hotel here and it is planned to have business sessions, social activities and outdoor sports suitable for every member of the family.

Hotel reservations for the meeting are being taken by the hotel on a 50-50 basis for bakers and allied men until May 1, after which it will be on a first-come, first-served basis.

A special room has been planned for children and teen-agers in the arcade of the hotel. This will be used as a meeting place for the youngsters and will be equipped with games, amusements and a "Coke bar."

—BREAD IS THE STAFF OF LIFE—

SEPARATE TRIALS ASKED IN ANTI-TRUST ALLEGATION

MANITOWOC, WIS.—The anti-trust suit against two bakeries and 13 individuals started by the state of Wisconsin moved a step closer to trial in circuit court when Judge Henry Detling heard arguments and ordered the filing of briefs on arguments of defense attorneys moving for separate trials.

The action was instituted last May against Dick Bros. Bakery, Manitowoc, and Molan Bakery, Sheboygan, in addition to individual bakers, for alleged conspiracy to fix prices of bread sold at wholesale and retail in Manitowoc County. At the hearing here, one defense attorney asked for a jury trial while others requested separate trials. Opposing the moves were state antitrust attorneys. Whether or not the suits can be tried during the current term of circuit court is problematical.

Individuals named, against whom fines are being asked, are Hector Dick, Frank Sindelar, William Weber, John and William Weber, John and Frank Freider, Manitowoc; Roy Molan, Sheboygan; Herman Springer and Harvey and Edward Stegemann of Two Rivers. Fines are not being asked against four other bakers because of their cooperation in the investigation. They are Arthur Spahn, Earl Ramminger, George Mackay and George Freider, all of Manitowoc.

Prior to filing of the actions, the attorney general's office took testimony from several of the bakers involved, and this testimony is all part of the court record. The attorney general's office charges "the defendants all alleged to have fixed retail prices by agreeing upon prices to be charged by them for sales made directly to the general public, and by agreeing upon identical prices to be charged by grocers who purchase bread from the defendants for resale to the public." The violations occurred on four occasions in 1946 and 1947, it is alleged.

—BREAD IS THE STAFF OF LIFE—

Entries Pour in for Raisin Bread Promotion Contest

FRESNO, CAL.—Entries for the "Raisin Reason" contest, the California Raisin Advisory Board's raisin bread promotion, have begun pouring into the board's offices from all parts of the U.S. and Canada, the board reports. The contest, which offers over $21,000 in prizes for the best reasons for liking raisin bread, started the week of Jan. 22 with a full-page color ad in Life. The closing date of the contest is March 18.

The board reports that the response it has received from the bakery and grocery trades has been "far above expectations." Many more requests were received for entry blanks, display material and newspaper mats than were anticipated.

Reports coming into the office of the board indicate that the contest is resulting in a marked increase in raisin bread sales for those bakery and grocery firms that are tying-in. Several firms have reported increases in raisin bread sales as high as 300%. One chain grocery firm estimates that their raisin bread sales will increase by 150,000 loaves during the promotion.

—BREAD IS THE STAFF OF LIFE—

CALIFORNIA FEED, GRAIN GROUP SETS CONVENTION

LOS ANGELES—The California Hay, Grain & Feed Dealers Assn. has announced that its 26th annual convention will be held April 20-22 at the Biltmore Hotel in Los Angeles. More than 900 delegates are expected to attend.

The program will include tours of the city and industry, a golf and bowling tournament and activities for ladies.

Friday, April 21, will be devoted entirely to a business session, with the annual banquet scheduled for the evening.

One of the subjects expected to receive considerable discussion is that of bulk delivery of feeds.

—BREAD IS THE STAFF OF LIFE—

N. G. ANDERSON NAMED CHICAGO CLUB OFFICIAL

CHICAGO—Harris T. Lyon, Allied Mills, Inc., president of the Chicago Feed Club, announced at the club's Feb. 17 meeting that N. G. Anderson, Bay State Milling Co., had been appointed a director to succeed the late Lyman Peck.

The club's first 1950 golf tournament will be held at Olympia Fields Country Club June 27, with Harry J. Obarski, U.S. Industrial Chemicals, Inc., as chairman. Others on the golf committee are: N. G. Anderson, Bay State Milling Co.; E. G. Young, Illinois Farm Supply Co.; S. G. Babirak, Borden's Soy Processing Co.; R. C. Becker, Cereal Byproducts Co.; A. C.

CORN: STOCKS JANUARY 1, BY STATES AND REGIONS, AVERAGE 1944-48, ANNUAL 1949 AND 1950
(In Million Bushels)

Region and State—	Average 1944-48 Farm stocks	Average 1944-48 Off-farm stocks	Average 1944-48 Total stocks	1949 *Farm stocks	1949 Off-farm stocks	1949 Total stocks	1950 Farm Stocks: 1949 corn res'l'd	1950 Farm Stocks: 1949 corn under loan	1950 Farm Stocks: Unsealed corn†	1950 Farm Stocks: Total	1950 Off-farm stocks	1950 Total stocks
North Atlantic	41.7	3.2	44.9	45.2	19.9	65.1	§	.1	52.5	52.6	10.4	63.0
Ohio	107.7	2.8	110.5	133.6	4.8	138.4	.1	4.4	134.5	138.3	16.7	155.0
Indiana	147.3	2.9	150.2	215.5	4.4	219.9	.2	4.3	177.1	181.6	21.2	202.8
Illinois	291.8	12.4	304.2	421.1	22.1	443.2	7.3	12.0	369.8	389.6	88.7	477.7
Michigan	31.3	.7	32.0	43.8	§	43.6	§	.9	28.1	29.0	1.5	30.5
Wisconsin	40.4	.8	41.2	42.7	5.3	47.8	.1	.7	26.7	27.5	3.1	30.6
East North Central	618.5	19.3	638.7	876.8	36.8	912.6	7.8	22.3	796.2	826.4	125.2	951.6
Minnesota	122.2	3.8	126.0	177.4	8.3	185.7	10.2	8.3	182.8	191.4	29.8	221.2
Iowa	377.4	6.0	383.4	500.0	7.9	507.9	54.7	33.8	377.6	497.8	133.7	591.0
Missouri	93.2	4.9	98.1	148.2	7.5	155.7	1.8	4.5	122.2	128.3	16.0	144.3
North Dakota	3.2	.2	3.4	4.7	.7	4.5	.2	1.0	5.9	7.1	1.6	8.7
South Dakota	84.7	1.5	86.2	88.2	1.1	89.4	4.8	4.5	50.0	68.3	28.9	97.2
Nebraska	165.2	6.1	171.3	131.2	4.3	196.5	§	14.7	180.3	185.9	44.2	229.1
Kansas	39.0	1.7	40.7	52.6	2.5	54.5	.7	3.2	38.4	43.3	8.4	51.7
West North Central	866.9	24.2	891.1	1,165.2	31.7	1,197.2	73.3	71.6	919.2	1,063.3	278.9	1,354.2
Tot. North Central	1,484.4	43.4	1,529.8	2,042.1	67.7	2,109.8	80.9	94.1	1,734.7	1,908.7	396.1	2,305.6
South Atlantic	142.3	2.1	144.5	161.9	3.3	176.2	§	.5	172.7	173.8	6.4	180.0
South Central	217.8	4.4	222.3	275.9	6.8	282.7	§	1.6	250.2	251.9	7.7	259.5
West	12.0	1.9	13.8	9.6	2.2	13.5	§	.1	13.1	12.9	6.3	21.4
Total U.S.	1,900.3	55.1	1,955.4	2,147.9	283.4	2,841.3	80.9	94.9	2,223.6	2,401.4	‡426.4	2,835.7

*Includes 54.8 million bushels of corn under loan and 16.1 million bushels under purchase agreement.
†Includes 4.2 million bushels of corn under purchase agreement.
‡The U.S. total includes 1.3 million bushels of off-farm stocks located in New England and Michigan unallocated by states.
¶Includes 2.1 million bushels unallocated by states.
§Less than 50,000 bu.

Askelof, Morton Salt Co., and J. L. Dickinson, Dickinson Bros. Co.

Capt. Frank Russell, a nationally known "strong man," entertained the club members with feats of strength and balancing stunts.

PIONEER SECTION, AACC, GETS CONFERENCE REPORT

WICHITA, KANSAS — The first meeting of the new year for the Pioneer Section, American Association of Cereal Chemists, was held at the Allis Hotel Feb. 11.

The large group in attendance heard a report of the sixth annual Hard Red Winter Wheat Improvement Conference, which was held recently at Stillwater, Okla. The report was presented by Dr. A. M. Schlehuber, department of agronomy, Oklahoma A. & M. College. He said the purpose of the conference was to review past and present research and plan new research projects.

Meade C. Harris, director of the Chicago service laboratory, Wallace & Tiernan Co., Inc., gave a progress report on the use of Dyox, the chlorine dioxide bleaching and maturing agent developed by his company to replace nitrogen trichloride.

Mr. Harris answered numerous questions concerning the technical aspects of the Dyox process and considerable discussion followed his formal report.

After luncheon, the group returned to the meeting room and a demonstration of the use of the Farinograph Standardization Arm was presented. This device was presented by courtesy of the Brabender Corp. and is to be used to check the calibration of the balance system on Farinographs used in products control laboratories in the region.

UTAH, IDAHO OPERATIVES PLAN NEW AOM DISTRICT

OGDEN, UTAH—With the organization of the Intermountain Millers Club Feb. 3, a group of operative millers in this region plan to petition the Association of Operative Millers for a charter to operate as a new district of the AOM.

Donald S. Eber, executive secretary of the AOM, met with the group at the request of a number of the men for the purpose of arranging for a new district. Mr. Eber explained to the millers that establishment of a new district would require approval of the AOM executive committee and he recommended that they organize a temporary club or society until such a time as they have enough members to apply for a charter. This was done and the Intermountain Millers Club was formed.

Officers elected were: P. R. McIntire, Salt Lake Flour Mills, chairman; J. A. Webb, General Mills, Inc., Ogden, vice chairman, and C. K. Paxton, Globe Mills, Ogden, secretary and treasurer.

At the present Utah is in District No. 9 (Pacific District) of the AOM, but due to the fact that this district's meetings are held near the coast, Utah members must travel at least 1,000 miles to attend meetings of their district, and a like distance if they choose to attend meetings of District 1 (Kansas).

It was felt by this group that a better attendance could be obtained if it could be arranged for the meetings to be held in Ogden or Salt Lake City.

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•
Canary Corn Meal
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Hillcrest Rye Flour

Procedure for Flour Purchase by the Netherlands Detailed

AMSTERDAM—Details of the procedure inaugurated for the direct buying of flour in the U.S. by Netherlands importers indicate some of the difficulties which had to be overcome before the importers' representatives obtained government approval for the return of the trade to private channels.

While prevailing currency difficulties necessitate the imposition of some restrictions by the authorities, other European traders have noted with interest the efforts made by the Dutch to shake themselves free of control. The courageous stand made by the importers against the incidence of a duty of 3% on flour imports over and above the first 50,000 metric tons in any one year has also been noted by trade observers and while the case made out by the opponents of the duty both in Europe and in the U.S. has not met with any degree of success it is now felt that further strong representations by the American export millers may finally see some alleviation of the impost. The urgency of undertaking a further campaign is illustrated by the view put forward in independent quarters that the duty will have the effect of considerably reducing American sales of export flour to The Netherlands since the free figure of 50,000 tons can be made up from other sources of supply. Shipments from Australia since the effective date of the duty, Jan. 1, 1950, have already reduced the total to be purchased in the U.S.

Registered Allocations

The basis of the new scheme involves the division of the dollar procurement authorization allocated for flour among the individual importers. The traders concerned in the arrangement are registered with the Importbloembureau, known in other than Dutch circles as the Flour Import Bureau and, through the government, with the International Wheat Council in London so that all purchases are accepted on account of the Dutch quota under the agreement. The bureau maintains close liaison with the government in all matters appertaining to the importation and distribution of flour and through it the imported flour business is still conducted with some degree of control by the authorities.

As soon as the procurement authorization has been announced and divided among the importers, authority is given to the participating traders to start buying at their own discretion, subject to the restrictions necessitated by the limited number of dollars for disposal.

Shipment is on a c.i.f. basis Amsterdam-Rotterdam, and all shipments from the Gulf have to be made exclusively in conference steamers. Payment is made in New York through credits opened by the Nederlandsche Handel-Maatschappij N.V. for account of the individual importers in U.S. currency against a full set of "on board" bills of lading and commercial invoices, insurance policy, weight certificate and mill or official analysis certificate in duplicate. All contracts stipulate "freight collect, payable in Dutch currency" so that freight must always be deducted from invoice and is paid in Holland.

Quality Considerations

In respect of quality the importers are allowed to buy hard wheat flour and soft wheat flour of 72% extraction while in general such qualities may be bought which are essential for the special purposes for which imported flour is used in The Netherlands. All analyses are on a 14% moisture basis, while flour may only be shipped in jute bags, normally bags of 50 kilos (110 lb.).

It has been agreed that all purchases in general will be made under the terms and rules of the flour contract of the London Flour Trade Assn., and that arbitration, if any, be in London. It is agreed that the price of all contracts is consistent with the wheat price specified in or determined under the International Wheat Agreement while sales can only be considered final when confirmed by the CCC and the Wheat Council.

Insurance is to be covered by the sellers, who require from buyers a standing instruction to cover "all risks including molest and risk of floating mines, exclusive weevil risks" at the lowest available competitive rate in accordance with prevailing ECA regulations. This insurance should cover the risk from the time the goods leave the mill in the U.S. until the final destination in Holland.

Distribution is made through the Flour Import Bureau by the importers who can sell the flour they have purchased in accordance with prewar practice, to their baker customers and those sections of industry requiring imported flour, for which they receive special coupons from the government, as imported flour is still rationed.

The details of procedure are necessarily general and several points of difficulty are bound to arise in the near future before the scheme can be finalized. Each importer has his own requirements concerning quality and other factors and the export millers concerned in the trade are recommended to communicate with their Dutch importing connections for clarification and for greater details.

The Dutch importers are not unnaturally proud of the fact that their country is pioneering the free flour trade movement in the new Europe and they are anxious that the experiment meets with the success it deserves. To this end they require the cooperation of their exporting friends in the U.S., and in order to assist they will be glad to elucidate points of difficulty. If this experiment is successful it may mean that other importing countries will follow the example set by The Netherlands, thus leading to a revival of the export flour trade in the traditional European markets.

—BREAD IS THE STAFF OF LIFE—

JOINS CHICAGO BOARD

CHICAGO—Walter A. Mooney, Farell & Co., Chicago, has been elected to membership in the Chicago Board of Trade, according to a recent announcement by Everette B. Harris, secretary of the board.

CHARLES H. KENSER
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SUNNY KANSAS

If you will excuse a play on words, SUNNY KANSAS is the kind of flour that is sure to keep a baker's disposition "sunny", too. And its quality will be reflected in a smile of satisfaction from the baker's customer. For SUNNY KANSAS is a firm and sure foundation for bread of the highest quality and taste appeal.

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THE WICHITA FLOUR MILLS CO.
5,000 Sacks Capacity 1,000,000 Bushels Storage
WICHITA • KANSAS
CABLE ADDRESS, "SENTINEL"

A COMPLETE
FLOUR SERVICE
• Hard Spring Wheat
• Hard Winter Wheat
• 100% Whole Wheat
• Cake Flours
• Pastry Flours
RUSSELL-MILLER MILLING CO.
MINNEAPOLIS 1, MINN.
Millers of OCCIDENT, AMERICAN BEAUTY and other bakery flours to fit every formula

TOPPER
FLAMING ARROW
BIG BOY
Three Superior Bakery Flours
Precision Milled for Precision Baking
Moore-Lowry Flour Mills Co.
Board of Trade Bldg. Kansas City, Mo.

HAVE YOU A FLOUR BRAND PROBLEM?
The Northwestern Miller maintains at the home office in Minneapolis a card file of flour brands used or registered in the United States and Canada. It is periodically revised through questionnaires to the milling industry. The editorial staff will assist readers in every possible way to make use of the information contained in this file. Address The Northwestern Miller, 118 S. 6th St., Minneapolis 1, Minn.

MOSTLY PERSONAL

Fred Hinds, formerly with the Westcoast Supply Co., Los Angeles, and well known to southern California bakers, recently resumed service as a sales representative. He is now covering northern California.

●

J. W. Linden, sales director, Valier & Spies Milling Company, St. Louis, has been calling on trade connections in the central states.

●

Dewey Samson, manager of premix sales, Minneapolis, and **A. F. Borer,** technical supervising director at Springfield, Pillsbury Mills, Inc., spent most of the week ending Feb. 25 in the company's New York offices.

●

Erwin R. Jessen, vice president, Uhlmann Grain Co., Kansas City, was a visitor on the New York Produce Exchange during a recent business trip.

●

L. J. Schuster, president of the Toledo Board of Trade, and **Paul M. Barnes,** Toledo branch manager for the Lansing (Mich.) Grain Co. and treasurer of the Board of Trade, have gone to Florida on vacations.

●

H. V. Dunnell, vice president, Minot (N.D.) Flour Mill Co., has left New York, where he makes his headquarters, for a few days' visit to the mill.

●

Harry Fockler, Davis Milling Co., Norfolk, made his headquarters for nearly a week with **William V. Purcell** during a business trip to New York.

●

T. Ueland, New York flour broker, is getting around quite satisfactorily in spite of a plaster cast on his knee, following a recent operation.

●

It has been announced at Pittsburgh that **John Mastrangelo,** football star, is quitting the professional game and is joining the Charles Koch Co. in the flour sales work. Mr. Mastrangelo was an All-American guard at Notre Dame University and played with Pittsburgh and New York professional teams.

●

R. H. Drake, sales manager in Memphis, Tenn., for H. C. Cole Milling Co., Chester, Ill., spent last week in New York. His headquarters were with **J. H. Blake,** New York representative.

●

Theo. Staab, secretary of the Pennsylvania Bakers Assn., Philadelphia, has been ill for several weeks and is now confined to the hospital.

●

J. Bob Roberts, Traders Oil Mill Co., Fort Worth, has been named to the National Association of Manufacturers' committee on cooperation with community leaders.

●

J. W. Stewart, vice president, Larabee Flour Mills Co., Kansas City, and his family are on a vacation fishing along the Gulf Coast.

●

H. S. Faulkner, vice president in charge of products control for the southwestern division of General Mills, Inc., Oklahoma City, has returned from a trip to Texas cities.

●

J. Lloyd Ford, chairman of the board, Shawnee (Okla.) Milling Co., and **Mrs. Ford** have given $50,000 toward the establishment of a student music center at Oklahoma Baptist University, Shawnee. The occasion was the Founders' Day observance of the university's 44th anniversary recently. The new hall will be called Ford Music Hall and will contain 54 studio rooms and a small chapel.

●

M. J. Anderson, Jr., vice president in charge of sales for the Hutchinson (Kansas) Bag Co., was in Chicago for the convention of the Textile Bag Manufacturers Assn.

●

J. G. Dixon, director of sales, Wichita (Kansas) Flour Mills Co., called on the trade last week with **Vic M. Wintermantel,** Pittsburgh flour broker.

●

E. H. Enns, resident manager for the Buhler Mill & Elevator Co. at Inman, Kansas, and **Mrs. Enns** are spending a 10-day vacation in Florida visiting with a brother, **Elmer Enns,** in Miami and an uncle, **Paul Enns,** in Fort Pierce.

●

Alfred C. Toepfer of Hamburg called on the grain and feed trade in Minneapolis recently while on his American trip. His firm is a large importer of linseed cake and feeding grains. He expressed optimism on the possibilities of direct dealings with American firms.

●

One present and two former executives of the International Milling Co., Minneapolis, recently held a reunion at Mesa, Ariz. They are **M. F. Vaughn,** treasurer; **A. C. Brodesen,** former general export manager who has retired, and **Leslie R. Olsen,** former director of products control who now lives in San Jose, Cal. The three men and their wives met at Mesa while on vacations.

●

Patrick H. Hoy was recently named director, vice president and general manager of the Sherman and Ambassador hotel corporations, Chicago. He had been executive assistant to the president of the companies, Ernest L. Byfield, who died Feb. 10. Mr. Hoy formerly was vice president of the Amber Milling Co., Minneapolis, and before that was connected with the Commander-Larabee Milling Co., Minneapolis, as a sales executive.

●

James T. Williams, president, Creamette Co., Minneapolis, and **Mrs. Williams** have arrived at the Coronado in Miami Beach for their customary winter visit.

●

J. H. Waldron, manager of the flour milling machinery division of Sprout, Waldron & Co., Inc., Muncy, Pa., was a business caller in Minneapolis on Feb. 27.

EASTER EGG PROMOTION—Sales heads and representatives in the bulk flour department of the Russell-Miller Milling Co., met at the Minneapolis headquarters of the firm Feb. 24 to discuss the "Cake Easter Egg" promotion recently announced by the company. B. Frank Morris, vice president, is at the head of the table. Along the left side, front to rear, are E. D. White, northwest bulk sales manager, Minneapolis; E. A. Nieland, Minneapolis; Harold Smith, Merrill, Wis.; L. C. Connelly, Minneapolis, and Kenneth Parkhill, Sioux City, Iowa. Right side, front to rear, R. A. Branch, assistant northwest bulk sales manager, Minneapolis; R. J. Monk, Des Moines; L. D. Norman, Willmar, Minn.; J. P. Patterson, Virginia, Minn.; F. J. Kimball, Milwaukee, and Elmer Tornow, Green Bay, Wis. W. M. Wingate, Minneapolis, was also present, as well as W. R. Heegaard, Russell-Miller vice president.

DEATHS

Frances Morris, wife of **G. A. Morris,** president of Ogilvie Flour Mills Co., Ltd., died at her home in Montreal Feb. 3 after a prolonged illness.

G. S. Shipley, 77, died Feb. 21 after a lengthy illness. Mr. Shipley had been in the milling business for 40 years, and he and his brother, **John Shipley,** were owners of the Collingwood (Ont.) Milling Co.

I. W. Rodkey, 85, a co-founder of the Acme Flour Mills Co. at Oklahoma City, and more recently head of the Eagle Milling Co., Edmond, Okla., died at his home in Edmond Feb. 17. The Acme venture took place in 1894 and he founded the Edmond mill in 1897. Mr. Rodkey was active in public affairs of his community and state during his entire business career. He is survived by his widow, **Mrs. Clara Moore Rodkey,** and two sons by an earlier marriage, **Earl A. Rodkey** and **Donald R. Rodkey,** both of Edmond.

——BREAD IS THE STAFF OF LIFE——

GMI TO PAY $1.25

MINNEAPOLIS—The board of directors of General Mills, Inc., has declared a quarterly dividend of $1.25 a share on General Mills 5% preferred stock payable April 1 to stockholders of record March 10. This is the 42nd consecutive quarterly dividend on General Mills 5% preferred stock.

——BREAD IS THE STAFF OF LIFE——

Western Canada Visible Grain Supply

Visible supply of grain in the western inspection division as reported by the Board of Grain Commissioners for Canada, Fort William, Ont., Feb. 16, 1950 (000's omitted):

	Wheat	Durum	Oats	Barley
Ft. William and Port Arthur	38,587	1,891	5,327	7,888
Vancouver-New Westminster	2,161	...	52	43
Churchill	124	...	...	...
Int., public and semi-public elevators	47	...	38	1,613
Totals	40,727	1,891	5,417	9,543
Year ago	24,731	2,402	3,398	4,304
Receipts during week ending Feb. 16:				
Ft. Wm.-Pt. Ar.	1,318	51	241	147
Pacific seaboard	313	..	44	74
Int., public and semi-public elevators	8	..	18	43
Totals	1,631	51	313	261
Shipments during week ending Feb. 15:				
Ft. Wm.-Pt. Ar.— Rail	86	..	721	138
Milled or processed	...	..	35	28
Pacific Seaboard— Ocean	1,318	..	118	96
Rail	41	..	23	14
Other terminals*	9	..	9	72
Totals	1,465	..	904	348
Total receipts for the crop year Aug. 1, 1949, to Feb. 16, 1950:				
Ft. Wm.-Pt. Ar.	132,273	8,984	48,483	21,940
Pacific seaboard	33,425	..	881	294
Churchill	4,448	..	1	..
Other terminals*	273	6	311	1,097
Total receipts for the crop year Aug. 1, 1948, to Feb. 16, 1949:				
Ft. Wm.-Pt. Ar.	87,325	8,432	43,584	26,463
Pacific seaboard	38,314	1	1,338	292
Churchill	3,324	..	1	..
Other terminals*	349	5	178	544

*All other terminals and semi-public terminals, western division.

Flaxseed Receipts, Shipments and Stocks

Receipts, shipments and stocks of flaxseed at Minneapolis and Duluth, for the week ending Feb. 25, in thousand bushels:

	Receipts 1950	Receipts 1949	Shipments 1950	Shipments 1949	Stocks 1950	Stocks 1949
Minneapolis	307	111	34	82	8,906	1,414
Duluth	...	6	19	9	717	3,324

Rye Flour Output

Following is the rye flour output reported to The Northwestern Miller by principal mills at Chicago, Minneapolis and outside points in the Northwest, in sacks, with comparative figures for the previous weeks:

	Feb. 4	Feb. 11	Feb. 18	Feb. 25
Five mills	18,299	26,205	27,556	*30,934

*Four mills.

Bonded Grain in the United States

Stocks of bonded grain in the U.S. as compiled by the secretary of the Chicago Board of Trade, Feb. 18, 1950 (000's omitted):

	Wheat	Oats	Rye	Barley
Buffalo	153	653	216	..
Afloat	624	1,471	..	..
Chicago	..	..	..	..
Afloat	..	..	187	501
Milwaukee	..	..	..	306
Afloat	..	..	..	1,515
New York	6	..	..	..
Totals	783	2,124	403	2,470
Previous week	1,143	2,414	404	2,037
Feb. 12, 1949	593	3,209	1,042	860

Brannan Plan Drive Reported Hurt by Lucas Potato Proposal

By JOHN CIFFERLY

Washington Correspondent of The Northwestern Miller

WASHINGTON—The proposal by the Senate majority leader, Sen. Scott Lucas (D., Ill.), to end price support on the 1950 potato crop strengthened the hands of opponents to the Brannan plan, according to observers of the Senate debate on the issue.

In fighting the Lucas plan, Sen. George D. Aiken (R., Vt.) took the Senate floor. He said that it was not only a repudiation of the government's pledge to potato producers who had been guaranteed a minimum support level of 60% of parity but that it cast the Brannan plan in a new and none too favorable light.

The Brannan plan, if adopted, would place farm producers in the position of coming to Congress each year for definite appropriations of funds to defray the difference between the income support standard advocated by Charles F. Brannan, secretary of agriculture, and the market price.

A Question Raised

If the caprice of Congress can be measured by the Lucas proposal—which would abrogate a previous guarantee by the same Congress—what, the Vermont senator asks, might farmers expect when they sought funds to finance the Brannan program.

One of the major objections aimed at the Brannan program by such critics as Sen. Aiken and Allan B. Kline, president of the American Farm Bureau Federation, is that the farmer under the Brannan plan would become little more than a supplicant on the congressional doorstep asking for annual grants of money to pay the cost of the Brannan version of an equitable price support program.

In defending his plan to end the huge annual cost of the "scandalous" potato price support operation, Sen. Lucas stated that his proposal was not necessarily that of the administration but was his own. He said that some drastic action was necessary now if the whole farm price support theory was not to be ruined by the discredit resulting in the eyes of the public as a consequence of the potato fiasco.

Brannan Criticized

Sen. Aiken, in fighting the Lucas proposal, contended that the continuing high costs of potato price supports resulted from the failure of Secretary Brannan to make full use of provisions of the Agricultural Act of 1949, which permitted him to bring perishable farm crops under marketing agreements and marketing orders. Had Secretary Brannan invoked those provisions of the law, much of the cost of the potato support program this year would have been avoided, Sen. Aiken declared.

In this respect the Vermont senator and U.S. Department of Agriculture officials are in disagreement. At USDA, it is argued that marketing agreements and orders are helpful but are not enough to stop the mounting costs of such programs as those for potatoes and eggs. To close all loopholes, it is claimed, it is necessary that USDA be authorized to impose marketing quotas, with penalty provisions for marketing parts of crops in excess of allotted yields per acre or production from acreage in excess of allotments. USDA officials hold that, under marketing agreements and orders, that part of a crop which is kept off regular markets or diverted to other low priced uses must be paid for by the government.

Sen. Aiken's disagreement in this respect is not complete as far as the USDA interpretation is concerned. Sen. Aiken appears to agree that the government would be responsible for culls and other low grade potatoes which would be withdrawn or withheld from normal trade channels as the result of marketing agreements and orders, but he contends that the effect of these mechanisms would be to exclude from the umbrella-like coverage of a price support program the production of those farmers who did not cooperate with the terms of a marketing agreement or order.

Sen. Aiken succeeded in persuading the Senate to adopt his approach to the potato price support dilemma. This would make mandatory the use of marketing orders and agreements by USDA as a condition of eligibility for price support on this commodity this crop year. Earlier he charged that Secretary Brannan had failed to make use of these devices to tighten up the support program since the discretionary use of marketing agreements and orders was at the disposal of the Secretary of Agriculture. His amendment, if retained in the cotton acreage allotment increase amendment to the Agricultural Act of 1949, would make it mandatory that the secretary use these means in regard to potatoes.

Policy Continuity Doubted

The important point seems, however, that the Lucas proposal creates real doubt as to continuity of farm policy even within the same Congress. It sets off in clear perspective the potential caprice and uncertainty of government action.

Senators, without regard to party lines, called the plan a repudiation of a government pledge to producers. Even advocates of the Lucas amendment agreed that it was a broken promise, but they said it was a necessary one to stop the drain on government funds. They contented themselves with the defense that the potato industry had already benefited to the extent of $500 million from the public treasury and would have little real grounds for complaint if Congress cut the ground out from under it at this time.

No doubt many of the supporters of the Lucas proposal, such as Sen. Clinton P. Anderson (D., N.M.), followed the Senate majority leader reluctantly. They did so only because they realized that public reaction to the costly potato price support venture was more immediately serious than the later reactions to a broken pledge, which could be in part defended on the grounds of ruinous expense.

A Lesson for Grain Trade

But to the grain trade there may be a lesson to be studied. In recent storage expansion activities by USDA, officials have stated that they did not intend to trespass on the storage business of cooperative or proprietary enterprise, and they said they did not contemplate entry into the field of grain merchandising. But, should Congress set a precedent by abruptly cutting off potato price supports in the middle of a planting season, this question arises: might not USDA officials seize on that precedent at some later date and say that, since government grain storage had become expensive, it would be necessary to forget previous promises to avoid competition with warehousemen? They would say the government had to take over grain storage in its own facilities and save the profit margins which accrued to the cooperative and proprietary trades.

Indications that such a move may be in the wind may be found in the current negotiations with the private warehousemen over terms of the uniform grain storage agreement. Significantly, Frank Wooley, assistant Production and Marketing Administration's director, in rebutting trade testimony in regard to participation of terminal commission merchants in the movement of government grain, told the Senate Agriculture Committee that had the services of these merchants been used last year, it would have cost the Commodity Credit Corp. $14 million additional. It could also be presumed that the PMA official might later argue that, by restricting government grain storage to government-owned facilities, the government could save the profit margin of the private or cooperative warehousemen, less of course whatever tax loss might result to the government as these free enterprises were unable to earn profits.

COMPARING NOTES on test loaves at the recent wheat quality conference at Kansas State College are R. B. Potts, Wichita (Kansas) Flour Mills Co., representing the Pioneer Section of the American Association of Cereal Chemists; John A. Johnson, in charge of baking at Kansas State, and Lawrence Iliff, General Mills, Inc., representing the Kansas City section of the chemists association. The photo was taken in the recently completed pilot bakery at Kansas State, which was equipped by millers and laboratory machinery manufacturers. The chemists discussed the results of this year's testing program on the milling and baking qualities of new hard winter wheat varieties.

TESTS OF NEW WHEATS REPORTED BY CHEMISTS

Representatives of Commercial Milling Companies Compare Bakeshop Results at Conference

MANHATTAN, KANSAS — Twenty-eight cereal chemists and agronomists met at Kansas State College Feb. 17 to review the baking results of new wheat varieties. The bakeshop performance of the flours under test was compared with that of accepted varieties.

The occasion was the annual wheat quality conference conducted by the milling and agronomy departments of the college, members of the Pioneer and Kansas City Sections of the American Association of Cereal Chemists, and the Kansas Wheat Improvement Assn. Seyeral members of the Nebraska Section of AACC were present and also wish the program to be expanded to include their section.

This year 10-bu. lots of four new wheats under test were milled and the flour sent to 18 commercial laboratories and products control departments. The cereal chemists who met with college staff members reported their observations on the behavior of the flours in their own laboratories. Similar baking tests were conducted in the milling department's pilot bakery.

In a conference of collaborators held to discuss the characteristics of the wheats under test, it was suggested they be included in next year's tests.

A more extensive testing program has been planned and 10-bu. lots of four wheats grown at four different locations will be milled on the college mill. Samples of the flours will be sent to the collaborating chemists who will check commercial performance.

Those in charge of the conference were: Lawrence Iliff, General Mills, Inc., representing the Kansas City Section; R. B. Potts, Wichita (Kansas) Flour Mills Co., representing the Pioneer Section; A. A. Andre, Nebraska Consolidated Flour Mills Co., representing the Nebraska Section; Dr. J. A. Shellenberger, John A. Johnson and K. F. Finney, from the milling department; Dr. H. H. Laude, Elmer Heyne and A. L. Clapp, from the agronomy department, and C. E. Skiver, director of the Kansas Wheat Improvement Assn.

Rye Disappearance Increases, but Falls Short of Average

WASHINGTON—Disappearance of rye during the first half of the 1949-50 season was 17 million bushels, 17% above the total for the same period last year but well below average, the U.S. Department of Agriculture reports.

Exports were 3 million bushels above the small exports of the first half of 1948-49. Stocks of rye Jan. 1, 1950, reflecting heavy imports, were slightly larger than a year ago despite smaller domestic supplies. Rye prices at Minneapolis thus far this season averaged $1.42 bu., or 23¢ below the same months last season, and were only about half the 1947-48 average for these months.

Lower prices and active foreign demand increased disappearance of rye during the first half of the season to the total of 17 million bushels. This compares with a disappearance of 14.6 million in the same months last year and 30 million for the 1939-46 average.

Exports, July-December, totaled 3.3 million bushels this season, compared with 0.3 million last season and 1.4 million in the 1947-48 season. The use of rye for alcohol was down sharply from a year ago and totaled 2 million bushels July-December, compared with 3.7 million in 1948-49.

Milled for Flour

Slightly under 2.4 million bushels of rye were milled for flour the first half of the season, or about the same as the three previous seasons. The use of rye for feed was a little higher than in the two previous seasons and totaled 4.8 million bushels.

The rye stocks of over 17 million bushels in all positions Jan. 1 were larger than on Jan. 1 of the four previous years. For the six years prior to 1946, however, January 1 stocks averaged more than double those of this year.

The 1949 rye crop, estimated at 18.7 million bushels, was the smallest in 75 years with the exception of the 1934 crop. It was 29% less than the 1948 crop and 47% below the 10-year average. The acreage harvested for grain estimated at 1,558,000 acres was the smallest since 1873.

Rye production in the past few years has dropped sharply due mainly to lower returns compared with wheat and the lifting of restrictions on the planting of wheat. With the exception of the drouth years, rye production averaged over 40 million bushels during the 1930's. With the smaller crops, supplies for feed and other uses dropped sharply.

Flour milling averaged over 7 million bushels annually 1930-39, while in the past three years it averaged only 4.7 million bushels.

—BREAD IS THE STAFF OF LIFE—

GILBERT MANN HONORED BY CITY OF HOPE AWARD

CHICAGO—Jimmy Durante, who is famous as an entertainer, stepped out of character and became himself—a serious, humanitarian, civic-minded individual—to present the "Torch of Hope Award" of the City of Hope in behalf of the Hollywood film colony to Gilbert Mann, president of the Bakers Executive Joint Board, Feb. 25 in the grand ballroom of the Sherman Hotel.

Mr. Durante is himself one of the recipients of this award for his efforts in behalf of the City of Hope, a national, free, nonsectarian medical center located at Duarte, Cal. Other show people who have received this award include Bob Hope, Eddie Cantor and Cesar Romero.

The proceeds of the dinner went toward the maintenance of the bakers' pavilion at the City of Hope erected by the International Bakery and Confectionery Workers Union of America, together with humanitarian employers who have joined in this effort. The union has also built a home for nurses on the grounds of the institution which is used for housing nurses who are being trained in a special school at the medical center.

—BREAD IS THE STAFF OF LIFE—

HARRY ROGES JOINS EKCO

CHICAGO — The appointment of Harry Roges as assistant to Phil Laughlin, west coast bakery sales manager of Ekco Products Co., has been announced by Tom Dillon, vice president in charge of bakery sales. Mr. Roges, who has been connected with the baking industry in various capacities for 30 years, will travel in the northwestern part of the U.S. and the western part of Canada, Mr. Dillon said. He will headquarter in Portland, Ore.

—BREAD IS THE STAFF OF LIFE—

Industrial Users Urge Increase in Sugar Quota

WASHINGTON — The industrial sugar users' organization has urged the U.S. Department of Agriculture to increase the domestic sugar consumption estimate for 1950, which was set last December at 7,500,000 short tons, raw value.

The request was contained in a letter to Lawrence Myers, director of the Sugar Branch of the Production and Marketing Administration, following a meeting at which current sugar consumption facts were discussed.

"We wish again to express to you and through you to the Secretary our deep concern over the failure of the department to recognize what we believe to be impelling justification for the setting of a domestic consumption estimate in excess of 7,500,000 tons," the letter said. "The fact that sugar distribution in January of this year was somewhat below January distribution last year has in no way modified our position and it should be noted that last year's early distribution was rather heavy. Nothing that has come to our attention indicates as low an actual distribution of sugar as that effected last year and consequently we again urge an estimate which would permit appropriate quota increases.

"Since the hearing on the 1950 consumption estimate, the world sugar supply for the year can be more nearly forecast. This forecast is below last year. Cuba is the only source of world sugar of any consequence and it is believed eminently desirable and consistent with foresighted conservative administration of the Sugar Act of 1948 to have immediately allocated for the U.S. additional quota sugar.

"We thank you for meeting with us and urge your favorable recommendation of an increased domestic consumption estimate for 1950."

The letter was signed by Gordon Pickett Peyton for the industrial sugar users' group.

SUMMARY OF FLOUR QUOTATIONS

Week-end flour quotations, in sacks of 100 lb. (Canadian quotations in barrels of 196 lb.) All quotations on basis of carload lots, prompt delivery.

	Chicago	Mpls.	Kans. City	St. Louis	Buffalo
Spring family	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Spring top patent	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Spring high gluten	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Spring short	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Spring standard	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Spring first clear	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Hard winter family	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Hard winter short	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Hard winter standard	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Hard winter first clear	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Soft winter family	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Soft winter short patent	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Soft winter standard	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Soft winter straight	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Soft winter first clear	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Rye flour, white	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Rye flour, dark	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Semolina, standard	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

	New York	Phila.	Boston	Pittsburgh	Atlanta
Spring family	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Spring high gluten	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Spring short	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Spring standard	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Spring first clear	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Hard winter short	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Hard winter standard	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Soft winter family	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Soft winter straight	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Soft winter standard	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Rye flour, white	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Rye flour, dark	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Semolina, standard	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

	Seattle	Los Angeles
Family patent	[illegible]	[illegible]
Bluestem	[illegible]	[illegible]
Bakery grades	[illegible]	[illegible]
Pastry	[illegible]	[illegible]

	Toronto	*Winnipeg
Spring top patent	[illegible]	[illegible]
Spring second patent	[illegible]	[illegible]
Spring first clear	[illegible]	[illegible]
Spring exported	[illegible]	[illegible]
Ontario soft winters	[illegible]	[illegible]

*In cottons, Fort William basis. [illegible]

UNITED STATES VISIBLE GRAIN SUPPLY

Visible supply of grain in the U.S. as compiled by the secretary of the Chicago Board of Trade in bushels (000's omitted) on Feb. 18, and corresponding date of a year ago:

	Wheat 1950	Wheat 1949	Corn 1950	Corn 1949	Oats 1950	Oats 1949	Rye 1950	Rye 1949	Barley 1950	Barley 1949
Baltimore	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Boston	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Buffalo	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Afloat	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Chicago	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Afloat	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Duluth	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Enid	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Ft. Worth	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Galveston	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Hutchinson	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Indianapolis	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Kansas City	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Milwaukee	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Minneapolis	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
New Orleans	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
New York	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Afloat	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Omaha	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Peoria	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Philadelphia	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Sioux City	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
St. Joseph	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
St. Louis	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Wichita	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Totals	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

GRAIN FUTURES—CLOSING PRICES

Closing grain futures quotations in leading markets, in cents per bushel:

WHEAT

	Minneapolis Mar.	Minneapolis July	Minneapolis Sept.	Chicago Mar.	Chicago May	Chicago July	Chicago Sept.	Kansas City Mar.	Kansas City May	Kansas City July	Kansas City Sept.
Feb. 20	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Feb. 21	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Feb. 22				HOLIDAY							
Feb. 23	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Feb. 24	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Feb. 25	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

	CORN Chicago Mar.	CORN Chicago May	RYE Chicago May	RYE Chicago July	RYE Winnipeg May	RYE Winnipeg July	RYE Minneapolis May	RYE Minneapolis July	OATS Chicago Mar.	OATS Chicago May	OATS Minneapolis May	OATS Minneapolis July
Feb. 20	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Feb. 21	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Feb. 22	HOLIDAY				[illegible]	[illegible]	HOLIDAY					
Feb. 23	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Feb. 24	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Feb. 25	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

SUMMARY OF MILLFEED QUOTATIONS

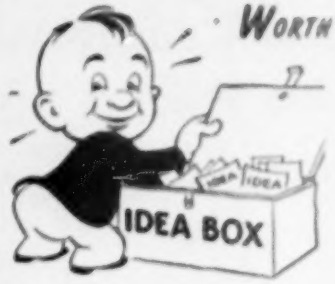
Wheat and millfeed quotations, summarized from the market reviews, are based on carload lots, prompt delivery, per ton, packed in 100-lb. sacks, f.o.b. at indicated points:

	Chicago	Minneapolis	Kansas City	St. Louis	Ft. Worth
Spring bran	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Hard winter bran	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Soft winter bran	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Standard midds	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Flour midds†	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Red dog	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

	Buffalo	Philadelphia	Boston	Pittsburgh	Atlanta
Spring bran	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Standard midds*	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Flour midds†	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Red dog	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

	Spring bran	Shorts	Middlings
Toronto	[illegible]	[illegible]	[illegible]
‡Winnipeg	[illegible]	[illegible]	[illegible]

*Brown shorts. †Gray shorts. ‡Fort William basis.



WORTH LOOKING INTO . . .

NEW PRODUCTS • NEW SERVICES • NEW LITERATURE

A reader service feature announcing the development of new and improved products, new services and new literature offered by manufacturers and suppliers. Claims made in this department are those of the firm concerned. Further information on any of the items discussed in this department may be obtained by writing the Reader Service Department of

The Northwestern Miller
118 So. 6th St. Minneapolis, Minn.

No. 225—Bag Booster

The Burrows bag booster is designed for three adjustments: 6 ft., 7½ ft. and 8½ ft. However, adjustments for as many positions as may be desired from highest to lowest point may be had by merely boring two 5/16 in. holes. The booster is of sturdy, durable construction and remains securely rigid in any position, the firm says. Adjustments can be made in less than half a minute.

Mounted on roller bearing casters, the Booster may be easily moved from room to room, up and down in-

clines and from warehouse to warehouse. It is priced at $197.50 complete with motor. The same model, not adjustable, is priced at $165 with motor.

The new Burrows floor to floor bag conveyors are available in complete kit form; including ½ h.p. motor and speed reducer, roller chains and lift chains for up to a 20 ft. conveyor length which provides for a 12 ft. vertical lift. It also includes the necessary shafts, bearings, sprockets and flights which permit boosting two bags at a time. The complete kit is priced at $134.

The floor to floor equipment not only speeds up the piling of bags and reduces labor, it also makes possible the conversion of basements and upstairs rooms into low cost storage space, Burrows points out.

No. 219—Belt Feeder

A compact, totally enclosed, yet fully accessible belt feeder for easy installation in tight places has recently been placed on the market by the Richardson Scale Co.

Originally designed to deliver a continuous stream of material from an intermittently discharging automatic bulk scale, the unit has a wide range of applications as a feeder or "take-away" conveyor. A variable speed drive can be furnished which is automatically adjustable to vary the stream in conformity with the timed discharges of the automatic scale above, and so maintain a continuous, accurately weighed stream. It also features cantilever pulleys for endless belting, removable skirt plates and streamlined appearance.

It is available in lengths of from 18 to 60 in., and in stream widths of two, four and six inches with a rated capacity up to 1,500 cu. ft. an hour. Belt speed is from zero to 200 ft. a minute. It can be driven by a single speed motor at either end; from line shaft, or by special infinitely variable speed drive when specified. Manual control, or a special remote control up to 30 starts per minute, is also available. Further information on the feeder is contained in data sheet No. 4915.

The Northwestern Miller
118 South Sixth St., Minneapolis 2, Minn.

Please send me information on the following items (circle numbers)

No. 219—Belt Feeder No. 225—Bag Booster

NAME .....

COMPANY .....

ADDRESS .....

SEVEN TEXAS, OKLAHOMA WHEAT SCHOOLS PLANNED

OKLAHOMA CITY — A series of two-day wheat variety identification schools next month in Texas and Oklahoma has been arranged by the Texas-Oklahoma Wheat Improvement Program.

Dates and places of the schools are as follows: March 7-8, Lubbock, Texas, Texas Tech, Agricultural Bldg., Room 301; March 9-10, Amarillo Texas, San Jacinto Methodist Church; March 11, Amarillo, Texas, Grain Grading School, same location; March 14-15, Enid, Okla., Goldspot Auditorium; March 16-17, Hobart, Okla., Vocational Ag. Bldg.; March 28-29, Fort Worth, Riverside Lions Club; March 30-31, Abilene, Texas, Abilene Christian College.

Instruction at the Texas schools will be handled by F. T. Dines, Tex-O-Kan Flour Mills Co., Amarillo; R. H. Jordan, grain inspector, Oklahoma City; E. L. Granstaff, Oklahoma A. & M. College, Stillwater; Claude Goodnight, Amarillo Grain Exchange; E. A. Miller, Texas A. & M. College, College Station; Dr. I. M. Atkins, Texas A. & M. Experiment Station, Denton, and K. E. Soder, director, Texas-Oklahoma Wheat Improvement Program.

Oklahoma instructors include Mr. Granstaff, Mr. Jordan; Roy M. Oswalt and Dr. A. M. Schlehuber, Oklahoma A. & M. Experiment Station, Stillwater; Henry Coburn, General Mills, Inc., Oklahoma City, and Mr. Soder.

—BREAD IN THE STAFF OF LIFE—

H. S. CROSBY ADDRESSES CHICAGO MILLERS CLUB

CHICAGO—Henry S. Crosby, vice president in charge of plant engineering, General Mills, Inc., Minneapolis, discussed pneumatic handling of grain and mill stocks at a meeting of the Chicago Millers Club, Feb. 23. The attendance at the meeting was approximately 60, a new high record for the club.

In his talk, Mr. Crosby told of his company's experience with pneumatic handling of stocks in its new mill at Los Angeles. He said the two principal objectives were to test the system against the standard bucket elevator system, and to eliminate insect infestation in the mill's conveying system.

All stocks in the mill, with the exception of the first and second break stocks, are handled pneumatically, Mr. Crosby said. He added that "if we were doing it again, we would include those two streams in the pneumatic system also."

During the period the mill has been in operation, the pneumatic system has given satisfactory performance, he said. There have been some complications, he said, but the pneumatic system has not been the cause. Mr. Crosby said that insect infestation in the mill has been reduced to nearly zero.

The speaker said he could not predict the future of pneumatic handling of mill stocks in the U.S. but urged the millers to realize that the principle is not new and they should not be "frightened" by it. He said that the popular conception of air handling is that it is prohibitive because of the original cost and power costs. He urged the millers not to plan to install pneumatic handling "piece by piece" but as a complete system.

Mr. Crosby spent an hour answering questions from the floor at the conclusion of his address.

E. W. Dodson, formerly with the B. A. Eckhart Milling Co., and one of the founders of the Chicago Millers Club, was elected the club's first honorary member.

Robert C. Bartee, General Mills, Inc., Chicago, was elected president, succeeding Russell B. Maas of the Screw Conveyor Corp. William B. Briggs, Quaker Oats Co., was elected first vice president, and Dr. E. G. Bayfield, Standard Milling Co., was named second vice president. Steven Loska, Food and Container Institute, was elected secretary, and V. E. Winfield, Mills, Winfield & Co., Chicago, was elected treasurer.

The club's next meeting will be held the evening of March 27. The April meeting will be held at the Milwaukee plant of Allis-Chalmers Manufacturing Co. April 27. The guests will be served a luncheon following a tour of the plant.

—BREAD IN THE STAFF OF LIFE—

WHEAT COUNCIL CHAIRMAN NAMES COMMITTEE HEADS

MANHATTAN, KANSAS — Herman Praeger, chairman of the Kansas Wheat Quality Council, has announced the appointment of chairmen of four committees to coordinate the work of the council.

Dr. R. T. Cotton, in charge of the Manhattan laboratory of the Bureau of Entomology and Plant Quarantine, will head the committee on insect and rodent control. Dr. A. D. Weber, associate director of the Kansas Agricultural Experiment Station, is chairman of the research committee. Walter Pierce, Hutchinson, past president of the Kansas Crop Improvement Assn., is chairman of the seed wheat improvement group, and George Montgomery, head of the department of agricultural economics, Kansas State College, is chairman of the marketing committee.

An information committee held its first meeting recently. L. L. Longsdorf, division of extension, Kansas State College, was named chairman of that group.

The committee met with technical advisors and outlined a program of work to handle grain storage and infestation problems. Mr. Longsdorf said that all types of media will be used to inform Kansas farmers how to prevent losses due to insect infestation in stored grain.

It has been estimated that Kansas farmers lose approximately $8 million annually due to insect infestation and rodent damage.

—BREAD IN THE STAFF OF LIFE—

TO NEW PILLSBURY POST

MINNEAPOLIS—Leo N. Schwindler, formerly credit and office manager for the Kansas City branch of Pillsbury Mills, Inc., has been appointed office assistant to the southeast district manager of bakery products sales in Atlanta, according to an announcement by T. S. Holland, district manager. Mr. Schwindler joined Pillsbury in Omaha in 1938 as a clerk and went to Kansas City in 1941. In 1947 he was appointed credit and office manager.

—BREAD IN THE STAFF OF LIFE—

MILLFEED FUTURES

The following is a comparison of settling prices at Kansas City for Feb. 24 and 25:

	Feb. 24	Feb. 25
BRAN—		
February	$38.00@ 38.25	$39.50@ 39.85
March	38.50@ 38.75	40.85@ 41.00
April	40.00@ 40.25	....@ *39.50
May	38.50@ 38.75	37.00@ 37.75
June	34.50@ 37.25	35.00@ 35.50
July	35.50@ 36.25	35.00@ 36.50
SHORTS—		
February	$42.75@ 43.50	$....@ *45.00
March	43.00@ 43.50	46.00@ 46.25
April	44.50@ 45.10	46.25@ 47.00
May	45.25@ 45.00	46.25@ 47.50
June	45.75@ 45.00	42.00@ 44.00
July	41.50@ 43.50	42.00@ 44.00
Sales (Cars)	*	*

*Bids.

Flour Sales Summaries from Leading Markets

Prices reported in The Northwestern Miller's market reviews are for flour packed in 100-lb. cotton sacks unless otherwise specified. Mill list prices are quoted in the principal manufacturing centers and sales prices in the larger distributing centers. They represent average wholesale levels and do not take into account high or low extremes at which occasional individual sales may have been made. Except as noted, the price situation reported in these columns is that of the day preceding publication.

Southwest

Kansas City: Although domestic flour business was equally as sluggish as in recent weeks, total sales in the Southwest last week were enlarged by export bookings to Italy and the Army Quartermaster. Sales averaged 44% of capacity, compared with 42% the preceding week and 27% a year ago. Thirty-two per cent of the quantity was for export.

Bakery flour business was spotty last week in the Southwest. A few sizable orders were reported. One southeastern chain bought around 100,000 sacks of hard winter 95% patents during the week, and an eastern chain purchased a token amount of 25,000 sacks. Outside of these few round lots, business was extremely limited.

A stronger tendency on the part of the bakery trade to revert to price-date-of-shipment purchases has been observed during the past few weeks. The movement was heightened by the report that a major chain bakery was preparing to buy on a p.d.s. basis in the Southwest. This account had recently been buying month-by-month. Apparently the bakery trade is skeptical of trends in the wheat market, and when a February break did not occur many of them decided to hold purchasing down to a p.d.s. schedule.

This attitude has been strengthened by lagging bread sales. In most territories bread sales were reduced in recent months and previously bought flour has lasted longer than originally anticipated.

Family flour markets were considerably more active last week. Advancing mill costs forced a 10@20¢ mark-up in family grades, and before the increase was placed into effect there was a good run of family sales.

Export business netted considerable running time for a number of mills in the Southwest. Round lots of straight grade, maximum 50% ash flour as large as 150,000 sacks were sold to Italy Feb. 24. All together the Italian buying agency acquired 15,000 long tons of flour for first half April shipment. Maximum price at which the flour was sold was $5.05 before deduction of subsidy, Gulf.

The Army Quartermaster purchased 155,000 sacks of .7% ash, 11% protein clears, export pack, for March 25 delivery, Gulf, Feb. 23. The business was received almost entirely by southwestern mills and individual lots ranged up to around 25,000 sacks. The army announced that the price range on this business was $4.36@4.55, Gulf.

Other export business was fair. Holland continued to pick up scattered amounts of flour, and Cuba was a more active buyer during the week. The lower Cuban freight rate was extended another week to March 18.

First clears were exceedingly tight due to the Dutch and army business. Prices held firm on .7% ash clears throughout the week, while second clears and low grades were not as strong.

Quotations Feb. 25, carlots, Kansas City: hard winter bakery short patent $5.50@5.60, standard 95% patent $5.30@5.40, straight $5.20@5.30; established brands of family flour $6.35@7.10, first clears $4.10@4.25, second clears $3.50@3.60, 1% ash clears or higher $3@3.20; soft wheat short patent $6.80@7, straight $5.25@5.40, cake flour $6.10@6.65.

One mill reports domestic business active, 4 fair, 6 quiet, 9 slow, 3 dull.

Wichita: Mills operated at 80% of capacity last week, compared with 75% the preceding week and 86% a year ago. Domestic sales averaged 27%. One mill reported export sales at 75% of capacity. In others, they were negligible. Shipping directions were fair. Prices advanced 5@10¢ sack, compared with the previous week.

Omaha: Flour sales in this region last week were about 40% of capacity, the same as during the previous week. Overseas buying, particularly by Holland, is believed to have caused a somewhat dull picture. Also influencing the picture were a 15¢ advance in prices and the fact that much wheat is hard to get, still being in the hands of the farmers under loan. Production was steady at five days a week, with most supplies going on back orders. Inquiry was very poor, and shipping instructions were light. Jobbers are reported filled up on requirements and hesitant about the market. Quotations: bakery flour $5.35, family $6.60.

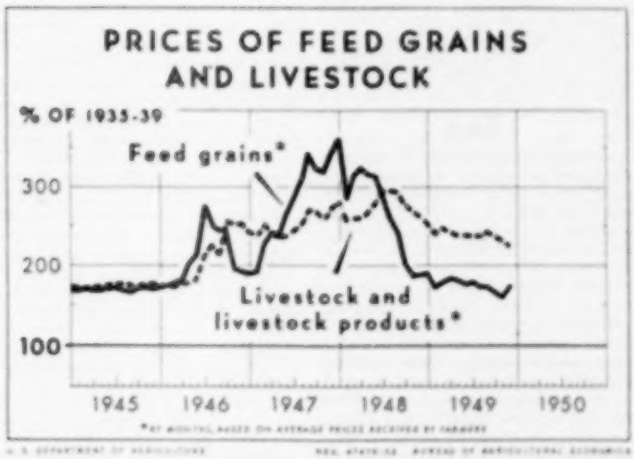
Oklahoma City: Light sales and a dearth of exports characterized last week. Prices closed unchanged to 10¢ higher. Quotations, delivered Oklahoma points, Feb. 25: carlots, family short patent $6@6.30, standard patent $5.75@6.35; bakers, unenriched short patent $5.55@5.85, standard patent $5.30@5.60, straight grade $5.20@5.50; truck lots 35¢ higher on all grades.

Denver: Buying is being done on a hand-to-mouth basis, and demand is slow. Supplies are readily available for needs. Quotations Feb. 25: family $6.80, bakers $5.40.

Texas: Sales last week were at about the same moderate volume as in recent weeks, amounting to 30 or 35% of capacity and again principally family flour in small lots and for quick shipment. There was very little baker business. Directions were fair and running time averaged four days. Prices were about unchanged on family flour, but about 5¢ sack up on bakers flour, 10¢ higher on clears. Quotations Feb. 25, delvd. TCP: family flour, extra high patent $6.30@6.75, high patent $6@6.45; standard bakers, unenriched $5.50@5.75; first clears, unenriched $4.30@4.50.

Salina: Demand was slow last week. Prices were 10¢ sack higher. Shipping directions were good.

Hutchinson: Interest was slightly greater in this region last week, but volume of new business was light. More inquiry came from bakers than in recent weeks, but mill quotations seemingly proved uninteresting. There was no export business, and Army Quartermaster buying was not shared. Bookings were limited to single car fill-ins. Directions held up well considering the low state of unfilled orders. Prices were firm to 5¢ sack higher. Quotations: family patent, cottons $5.95@6.05; bakers patent, papers $5.25@5.30, standard $5.10@5.20.



GRAIN PRICE TREND—Feed grain prices have dropped sharply from the postwar peak reached in 1948, and have been unusually low in relation to prices of livestock and livestock products during the past year. Prices of protein feeds have been high relative to feed grain prices during 1949, but livestock feed price relationships in general have been favorable to livestock producers. In the 1949-50 season, the difference between livestock and feed prices is expected to be less than in the 1948-49 season.

Northwest

Minneapolis: Flour business showed improvement late last week when the wheat market moved upward, and sales totals averaged above 100% of capacity for the four-day period. Interest in long term bookings was not extensive, but the upturn apparently was sufficient to convince bakers in need of supplies that additional bookings would be wise. Most of them have been operating on short inventories.

A number of sales ranging up to 10,000 sacks were reported, and one large bakery chain was said to have bought 60,000 to 70,000 sacks of springs.

A substantial part of the increase in volume was attributed to sales of family flour preceding a 20¢ sack advance in prices. Buyers booked their requirements for 25 days. Directions on family flour were slow early in the week but picked up substantially toward the close. Consumer movement of flour was reported about normal for this time of the year.

Sales by spring wheat mills averaged 108% of capacity, compared with 48% the previous week and 31% in the corresponding week last year. Shipments from mills increased to 93% of capacity for the week, compared with 80% the preceding week. (Calculations for last week are based on a four-day period; for the previous week on five days and for last year on six days.)

Operations of Minneapolis mills last week averaged 70% of capacity, compared with 71% in the corresponding week last year. For the entire Northwest operations averaged 71% of capacity, compared with 72% the previous week and in the corresponding week of 1949.

Quotations Feb. 27: standard patent $5.55@5.75, short patent $5.75@6, high gluten $5.85@6.05, established brands of family flour, enriched $7.15, first clear $4.95@5.25, whole wheat $5.30@5.50.

Interior Northwest Mills: Most interior mills reported business was slow last week, with inquiries limited and price offers of buyers too low. One mill, however, noted fair to good demand for flour, with orders for nearby supplies quite general. Shipping directions were fair to good. Production at interior mills averaged 72% of capacity, compared with 73% the previous week and in the corresponding week last year.

Central West

Chicago: The steady climb in flour prices last week kept buyers out of the market, and very little business was reported. Sales were extremely spotty. Hand-to-mouth buying seems to be the general practice of bakers, who continue to keep their inventories as low as possible. The one and two carlot orders that are received are for prompt shipment. Shipping directions were fair to good.

Family flour business was quiet

The Stock Market Picture

Quotations on baking, milling and allied stocks listed on the New York Stock Exchange and the New York Curb Market:

	High —1949-50—	Low	Close Feb. 18, 1950	Close Feb. 25, 1950
Allied Mills, Inc.	30½	24½	28½	27½
Allis-Chalmers	34⅝	23⅝	33⅝	33⅞
Allis-Chalmers, $3.25 Pfd.	90½	58	86½	88
American Cyanamid	56¾	35¼	54½	55¾
American Cyanamid, Pfd.	138	99	138½	138
Archer-Daniels-Midland Co.	47½	29⅞	39⅞	39⅞
Borden	51½	39⅝	51	51
Burry Biscuit Corp.	4⅝	3½	4⅛	4⅛
Continental Baking Co.	19⅝	13⅝	18⅝	18⅝
Continental Baking Co., $5.50 Pfd.	100	85	98	97⅞
Corn Products Refining Co.	73½	57	71	70½
Corn Products Refining Co., $7 Pfd.	189	171½	183⅝	184½
Cream of Wheat	30	23	29⅞	30
Dow Chemical	61½	43	58⅞	62
Dow Chemical, $4 A Pfd.	116	101⅞	*109	109
Dow Chemical, $3.25 2nd Pfd.	133½	103	131⅝	133½
**Flour Mills of America, Inc.	13¾	9½	*10½	10¼
General Baking Co.	12	9⅛	11½	11⅝
General Baking Co., $8 Pfd.	166	154	164½	164½
General Foods Corp.	50½	39½	49½	49⅝
General Foods Corp., $3.50 Pfd.	103	97⅞	100⅝	100½
General Mills, Inc.	56⅝	44⅝	54½	55½
General Mills, Inc., 3⅜% Pfd.	112	97	111	111
General Mills, Inc. 5% Pfd.	129	113⅝	128½	129
Great A. & P. Tea Co.	145	103½	141⅞	141⅝
Great A. & P. Tea Co., $5 Pfd.	137	128⅝	134	135
Horn & Hardart Corp. of New York	34	30⅛	33⅛	33
Horn & Hardart Corp. of New York, $8 Pfd.	163	133	164	167
Merck & Co.	43⅝	27	43	43
Merck & Co., $3.50 Pfd.	99	90	97	97½
Merck & Co., $4 Pfd.	130½	103½	127	128½
National Biscuit Co.	40⅛	36½	39⅝	39⅝
National Biscuit Co., $7 Pfd.	188	170¼	183½	184
Novadel-Agene	19	12⅛	17	16⅝
Pillsbury Mills, Inc.	34	26	33½	34
Pillsbury Mills, Inc., $4 Pfd.	103½	100⅝	102½	104
Procter & Gamble	69½	37½	68⅝	68¾
Purity Bakeries Corp.	33⅞	24½	33⅞	33¾
Quaker Oats Co.	117	65½	108	107
Quaker Oats, $6 Pfd.	159	143⅝	155⅝	155⅝
Ralston Purina Co., $3.75 Pfd.	103½	92⅝	102	102
St. Regis Paper Co.	9¼	6¼	8	7⅞
St. Regis Paper Co., $4.40 Pfd.	90	77	90	88
Standard Brands, Inc.	23⅝	17⅛	22⅝	23
Standard Brands, Inc., $4.50 Pfd.	92½	82	91⅝	92½
‡Sterling Drug	41½	35	38⅝	38⅞
‡Sterling Drug, $3.50 Pfd.	100	94	99	99½
Sunshine Biscuits, Inc.	60¾	36½	59⅝	58⅞
United Biscuit of America	37½	19½	31	30½
United Biscuit of America, $4.50 Pfd.	108½	103	108½	108½
Victor Chemical Works	49⅝	33¼	47	46½
Victor Chemical Works, $3.50 Pfd.	101	91	100⅝	*100⅝
Wagner Baking Co.	9⅝	7⅝	8½	8½
Ward Baking Co., Warrants	6⅞	3⅝	6½	6
Ward Baking Co.	19⅛	12	18⅛	18½
Ward Baking Co., $5.50 Pfd.	103	87½	100⅝	99⅝

	Bid	Asked
†Colorado Milling & Elevator Co.	13½	15
†Safety Car Heating & Lighting Co., Inc.	15¾	17¼
†Standard Milling Co.	6	7
Closing bid and asked prices on stocks not traded Feb. 25:		
Hathaway Bakeries, Inc., "A"	10¾	11
Horn & Hardart Corp. of New York, $5 Pfd.	110	111½
Omar, Inc.	16½	17
Wagner Baking Co., Pfd.	108	112

*Previous close. **Chicago stock market. †Over counter. ‡Subsidiary Sterwin Chemicals, Inc.

the first part of last week, but interest was renewed by an increase in price the latter part of the week. A substantial amount of buying was foreseen for this week. Deliveries continued good.

Quotations Feb. 25: spring top patent $5.75@5.91, standard patent $5.55@5.85, first clear $4.60@5.30; family flour $7.30; hard winter short patent $5.55@5.85, 95% patent $5.45@5.75, first clear $4.45; soft winter short patent $6@6.85, standard patent $5@6.45, first clear $5.60@5.80.

St. Louis: Local mills last week reported new sales as moderately good in all classes of bakery and family flour, with an especially good demand for clears. Shipping instructions continued very heavy.

Central states mills reported that buyers continue to maintain a stand-off disposition toward purchases, although there is keen interest in prices for shipment as far ahead as 120 days. It is believed that the strength in the market may persuade some buyers to enter the market actively or at least raise the present resting bid basis which is considerably under mill asking prices. The dullness existed in all types of flour. Clears maintained a firm level due to export sales and army purchases. Prices on the higher grades were up 10¢, and clears were unchanged.

Quotations St. Louis, Feb. 25: family top soft patent $6.40, ordinary $5.30, top hard $6.75, ordinary $5.60; bakers soft winter short patent $6.40, cake $6.35, pastry $5.10, soft straights $5.25, clears $4.55; hard winter, short patent $5.70, standard patent $5.50, clears 4.55; spring short patent $5.75, standard $5.60, clear $5.10, low protein clears $4.35.

Toledo: Business showed some signs last week of picking up. There was more activity, and sales improved somewhat along with additional strength in the wheat market. Millfeed also picked up.

East

Buffalo: Flour prices in Buffalo remained practically unchanged last week. The sales volume has been quite disappointing in view of the possible developments in transportation and manufacturing. Buffalo milling and shipping operations have been seriously threatened by the coal strike. Too many buyers are staying too close to shore without adequate stocks. Inventories are low, and bakeries and wholesale houses continue to keep their supplies down to nearby needs only, waiting for more favorable business conditions.

Quotations Feb. 25, f.o.b. Buffalo: spring family $7.60@7.70, high gluten $6.25@6.30, standard $5.85@5.90, first clear $5.20@5.30, hard winter standard $5.95@6, first clear $5.65@5.70, soft winter short patent $5.55@5.60, straight $5.35@5.40, first clear $4.95@5.

New York: Flour sales fell to subnormal totals last week as buyers either pulled out of the market entirely or purchased in the smallest possible amounts. Even though contracts on the books are not heavy, the trade was satisfied to continue on a hand-to-mouth basis. Even the chain bakers, whose stocks do not cover March, remained out of the market except for small amounts. Their ideas for extended coverage were approximately 10@15¢ below mills' ideas and were not generally acceptable.

Bakeries of all sizes complained of smaller sales, and shipping directions were only fair. Colder weather was expected to improve baked goods consumption, with Lenten specialties giving additional impetus. Family flour sales were improved preceding the price advance.

The firmness of southwesterns and their price range, practically equal to that of springs, brought diminished interest. Cake flour demand was light and scattered.

Prices on springs were unchanged and southwesterns were about 5¢ higher. Quotations Feb. 25: spring family $7.80, high glutens $6.25@6.50, standard patents $5.90@6.15, clears $5.35@5.60; southwestern short patents $6.15@6.35, standard patents $5.80@6; high ratio soft winters $6.15@7.25, straights $5@5.95.

Philadelphia: The holiday last week failed to provide any new stimulus in the local flour market, and the situation remained much the same. Bakers' reluctance to buy much beyond nearby needs was reflected in the narrow price movement. The general price list held unchanged from the previous week.

There were reports that one or two large operators have been making inquiry, but no purchases materialized. Some wondered if it represented a test of market strength. Price also remained important to small bakers, who might welcome an opportunity to stock ahead moderately.

The failure of flour prices to reflect recent strength in wheat futures possibly indicated an underlying easiness.

Meanwhile, retail sales of baked goods remained disappointing. Bakeries attributed the situation partly to unemployment caused by the coal strike.

Export business also was quiet. Some wondered whether recent criticism of the government support program caused buyers to defer action. Only export flour leaving here was a small shipment to Havana.

Quotations Feb. 25: spring family $7.20@7.50, high gluten $6.40@6.50, short patent $6.20@6.30, standard $6.10@6.20, first clear $5.65@5.80; hard winter short patent $5.85@5.95, standard $5.75@5.90; soft winter standard $4.80@5.

Pittsburgh: Small lot, routine sales formed practically all the flour business in the tri-state area. Overshadowing all business here is the continued coal strike and the shutdowns of many industrial plants because of coal shortages. Retail and wholesale bakery sales are suffering greatly, as are all businesses in this area. Mill representatives state the past week has produced offers for flour at figures 10@30¢ under quotations. These offers were turned down by the mills, in most instances.

Flour prices advanced the last days of the week, but this caused little buying. Sales of hard Kansas, spring wheat and soft winter cake and pastry flours were to cover only immediate needs. No commitments were made for longer than 30 days, with immediate deliveries usually asked. Family flour sales continued satisfactory, with directions good, in contrast to poor to fairly good on other flours. Both retail and wholesale credits continue to be closely watched in this district.

Quotations, f.o.b. Pittsburgh points, Feb. 25: hard Kansas bakers standard patent $5.63@5.80, medium patent $5.73@5.90, short patent $5.83@6.05; spring wheat standard patent $5.92@6.30, medium patent $6.02@6.35, short patent $6.07@6.40; clears $5.30@5.65, high gluten $6.11@6.55; family flour, advertised brands $7.16@7.65, other brands $5.85@7; pastry and cake flours $5.29@6.76; Pacific Coast pastry flour $6.21.

Boston: Trading was practically at a standstill last week. Quotations were relatively unchanged in most lines. Springs averaged 5¢ lower, while hard winters were unchanged. Only change in soft wheat flour was in eastern straights, which advanced 5¢ on the outside quotation.

Flour buyers were reported generally indifferent to offerings at current prices. The only exception was buying for replacement needs, but the volume was limited. Most buyers are so impressed with heavy supplies of "free wheat" that they believe lower prices are inevitable. There were reports that some large buyers, particularly chains, are about to re-enter the market, but their activity is now confined to the negotiation stage.

Quotations Feb. 25: spring short patents $6.22@6.37, standards $5.95@6.17, high gluten $6.27@6.47, first clears $5.37@5.67; hard winter short patents $6.12@6.32, standard $5.77@5.97; Pacific soft wheat flour $6.22@6.47; eastern soft winter straights $4.97@5.92; high ratio $6.17@7.17, family $7.59@7.62.

South

New Orleans: Interest in flour purchasing was quiet last week, and the advance in price had no material effect towards stimulating sales. Buyers continued to display extreme caution in purchasing and were unwilling to adjust their price ideas to follow the trend of the market. The small volume of business was confined primarily to hard winters, with only scattered sales of limited quantities on northern springs.

Some mills are asking a slight price advance on shipments after 30 days, and buyers are holding their purchases to replacement and shipment within 30 days.

Cracker and cookie bakers took on limited amounts of central states soft winters, but the demand for cake flour was very slow. Pacific Coast soft winters were in poor demand, with no sales reported. Shipping directions have been fairly good, and stocks on hand show a slight increase.

Quotations Feb. 25, carlots, delivered, packed in 100-lb. multiwall papers: hard winter bakery short patent $5.55@5.65, standard $5.40@5.55, first clear $4.65@4.95; spring wheat bakery short patent $6@6.15, standard $5.85@6, first clear $5.40@5.70, high gluten $6.20@6.40; soft wheat short patent $5.70@6.20, straight $5.20@5.45, first clear $4.65@4.85, high ratio cake $5.95@6.40; Pacific Coast cake $6.70@6.90, pastry $5.95@6.15; basis all rail.

Pacific Coast

Seattle: Flour prices moved up somewhat during the week in sympathy with higher wheat markets, but buying interest was still confined to domestic outlets. Mills are

looking forward to renewal of business with the Philippines now that that nation has signed the wheat agreement. Hard wheat was becoming somewhat scarce, and the major price change was in the hard wheat blends. Quotations: family patent $7.05, bluestem $6.13, bakery $6.14, pastry $5.90.

Portland: Flour milling is at a low ebb, but an encouraging event of the week was the signing of the International Wheat Agreement by the Philippines. This will make Pacific Northwest flour mills eligible for subsidy payments, and mills are hopeful they can get into this territory as soon as the subsidy is in effect.

Most of the mills have their prewar connections in the Islands and are hopeful that the money problem will be such that they can reestablish their trade and meet Canadian and Australian flour competition. A normal prewar month found the Philippines taking 150,000 to 200,000 sacks of flour from the Pacific Northwest.

Other export outlets are only fair. Domestic business is fair, with upward trend in flour prices causing an increase in purchases.

Flour quotations Feb. 25: high gluten $6.17, all-Montana $6.11, fancy hard wheat clears $6, bluestem bakers $6.04, cake $6.85, pastry $6, whole wheat 100% $5.60, graham $5.50, cracked wheat $5.50.

Canada

Toronto-Montreal: Small lots are being worked to various countries, but the bulk of Canadian flour continues to go to Commonwealth buyers. Price cutting in export and domestic markets is reported prevalent. The usual amounts are going to domestic outlets. Quotations Feb. 25: top patent springs for use in Canada $11.10 bbl., seconds $10.60, bakers $10.50, all less cash discounts in 98's cotton, mixed cars, with 10¢ added for cartage where used. For export to U.K., government regulation flour $14.05 per 280 lb. to end of April, winter ports.

Demand for winters is steady, with no large lots moving. Quotations Feb. 25: $8.40@8.80 bbl., f.o.b. Montreal; export $4.70 per 100 lb. export cottons, f.a.s. Halifax or St. John.

Bad roads are holding up deliveries of winter wheat, although a large lot was reported sold in southwestern Ontario during the week. Quotations Feb. 25: $1.85@1.95 bu., f.o.b. shipping point.

Winnipeg: Canada worked more than 222,000 bbl. flour for export last week, with the total including 145,000 bbl. in Class 2 sales. While the full total worked to the U.K. was not determined, at least 64,000 bbl. went to other International Wheat Agreement countries, chiefly in the West Indies and Central America. Class 2 flour sales were made to Ceylon, Venezuela, Colombia and the Philippines.

Domestic trade is moderate and mills are operating at about 65 to 70% of capacity. Stocks on hand are not heavy.

Quotations Feb. 25: top patent springs for delivery between Fort William and the British Columbia boundary $11.20@11.40 cottons, second patents $10.70@10.90, second patents to bakers $10.20@10.40.

Vancouver: Sale of another cargo of Canadian flour to Colombo, Ceylon, was the only bright spot on an otherwise gloomy export horizon last week. The Ceylon order for 10,700 tons to be loaded here early in April was the second such cargo worked. A number of western mills participated in this latest order. Exporters were pleased by the repeat Ceylon business since this is a new outlet for Canadian flour and may be the forerunner of additional business. Some time ago cable reports from Singapore indicated buyers in the East Indies were turning more to Canadian flour and against Australian both for price and quality.

However, Australian mills are reported getting most business in the Hong Kong market. They are also offering in Manila, but the extent of success has not been determined. No new Chinese business has been reported here for some time. There are reports of some consignment stocks still unsold at Hong Kong.

Cables from Manila say the International Wheat Agreement has been approved by the Philippine Congress, but it will be some time before shipments are made under it. In the meantime, Manila must continue to buy wheat and flour on the open market.

Domestic trade continues along quiet, routine lines. Stocks in dealers' warehouses are getting back to normal after being badly depleted due to rail tieups in the mountains. Prices are unchanged. Quotations: hard wheat grinds, first patents $11.20 in 98's cottons, bakers patents $9.85 in paper bags and $10.25 in cotton bags; western cake and pastry flour to the trade $11.20@11.65.

Sales Under Wheat Agreement

Importing countries	Guaranteed purchases bu.	United States* Wheat	United States* Flour	United States* Total	Australia†	Canada‡	Total
		Exporting countries‖ — Total sales—bushels					
Austria	11,023,113	3,284,080	864,595	4,148,695			4,148,695
Belgium	24,269,640	1,868,000	13,819	1,881,819		3,384,741	5,266,560
Bolivia	3,762,776		212,863	212,863		264,809	477,672
Ceylon	4,409,244				4,409,214		4,409,214
Cuba	7,423,229	18,093	473,231	491,324		3,121,760	3,663,284
Denmark	1,653,729					152,231	152,231
Dom. Republic	734,874		48,216	48,219		422,842	526,081
Ecuador	1,102,311		794,458	794,458		268,397	1,072,855
Egypt	8,818,488				4,845,828		4,845,828
El Salvador	404,183	33,334	334,468	367,802		114,583	482,882
Greece	13,726,204	4,484,111	491,874	5,363,785			4,862,785
Guatemala	967,437		294,584	294,584		119,069	409,653
Haiti	1,029,924		77,632	77,632		702,474	780,064
India	134,268,585						
Ireland	19,194,929	1,605,334		1,605,334		3,190,000	3,765,334
Israel	4,409,243	483,568	352,741	806,319		3,913,882	5,819,201
Italy	46,418,679	3,704,394		3,704,394			3,704,394
Mexico	8,164,832	4,327,123		4,327,123		349,449	4,676,582
Netherlands	25,724,687	13,274,234	2,159,435	15,433,669	1,804,000	497,681	17,328,919
New Zealand	4,581,963				19,231		19,231
Nicaragua	293,910		212,827	212,827		49,186	261,513
Norway	7,716,178	1,489,034	2,044,788	3,533,822	513,833	1,123,867	5,169,152
Panama	424,842		72,164	72,164		158,063	230,227
Peru	8,011,306	2,413,193		2,413,193		55,308	2,468,501
Portugal	5,144,116	3,639,110	393,671	4,032,781		151,793	4,184,574
Saudi Arabia	1,837,185	37,333	248,966	286,299		295,479	581,768
Switzerland	8,429,148					4,999,319	4,999,319
Un. of S. Africa	11,023,113				1,600,000	5,800,000	7,400,000
U. K.	177,067,858	4,466,267	1,797,646	6,263,913	19,158,930	119,461,296	144,920,061
Venezuela	4,776,481		918,639	918,639		3,943,348	4,862,381
Other signatory countries	27,321,978						
Total	456,283,299	51,748,890	12,798,119	64,545,009	33,646,247	152,391,723	252,694,986
Guaranteed quantities (exporting countries)				168,088,431	80,400,008	203,069,630	456,283,169
Balance				103,111,874	47,353,463	50,427,684	203,392,350

*Sales confirmed by CCC through Feb. 28, 1950.

†Sales recorded by Wheat Council through Feb. 17, 1950.

‡Council advised of fulfillment this quota though quantities not yet recorded.

‖France and Uruguay also are listed as exporters. Uruguay has confirmed no sales against a quota of 1,837,185 bu.; France has recorded the sale of 1,888,748 bu. to the Netherlands and 1,726,984 bu. to the U.K. against its quota of 3,306,934 bu.

Millfeed

Minneapolis: Millfeed prices are holding firm, with demand good and supplies well cleaned up. Even the usual week-end easiness did not interfere with price levels this week. Bran is up $1.50 from a week ago, and heavier millfeeds are quoted $1 higher. Quotations Feb. 27: bran $43.50, standard midds. $44, flour midds. $46, red dog $47.

Duluth: Demand is fair to good, the trend is higher, and supplies are adequate. Quotations: pure bran $44.50, standard bran $43.50, standard midds. $44, flour midds. $46, mixed feeds $45.50, red dog $47.

Kansas City: Millfeed showed considerable strength at Kansas City last week. Demand for bran was much improved and shorts also were holding good interest. Offerings were limited. By Feb. 27 bran stood at $39.50@40 sacked, Kansas City, and shorts were off 25¢ from the week's high at $45@45.50 sacked, Kansas City.

Wichita: Millfeed demand was strong last week, with offerings adequate. Quotations, basis Kansas City, Feb. 25: bran $40@40.50, shorts $45@45.50. Both bran and shorts advanced $1@1.50 ton, compared with the preceding week.

Oklahoma City: Quotations, straight cars: bran $40.80@41.80, mill run $43.40@44.40, shorts $46@47; mixed or pool cars $1 higher on all classes.

Denver: The market is showing considerable strength and demand is very good to excellent. Quotations: shorts $47.25, bran $42.25.

Omaha: Millfeed was in good demand here Feb. 25 and supplies were dwindling. Quotations were up to $40.25 for bran and $45.25 for shorts. Shorts were particularly scarce.

Hutchinson: Millfeed demand last week continued active, especially from mixers. Prices averaged $1 above the preceding week. Quotations, Kansas City basis: bran $39.50@40, gray shorts $44@44.50.

Salina: Demand last week was good. Bran was about 50¢ ton higher, and shorts showed the same advance. Supplies were about in line with trade requirements. Quotations, basis Kansas City: bran $39@39.50, gray shorts $44@44.50.

Ft. Worth: Quotations, Feb. 25: bran $45@46, gray shorts $53@54, delivered TCP; about unchanged on bran and $1.50 higher on shorts compared with the previous week. Demand was fair and all offerings were readily absorbed.

Chicago: Bran $45.50@47, standard midds. $45@47.50, red dog $50; demand is light, supplies ample.

St. Louis: Feed options are very strong, with supplies not overly burdensome, but the demand is very quiet, particularly at advanced prices. Bran $43@43.50, shorts $48@48.50.

Buffalo: Millfeed continues to be strong and on the upside, with local milling operations somewhat decreased. Demand is good and prices have risen about $1.50 ton. Bran and standard midds. are firm to higher and red dog is better than it has been for several weeks. Quotations, Feb. 25, f.o.b. Buffalo: bran $48.50@49, standard midds. $47.50@48, flour midds. $48.50@49, red dog $48.50@49.

Pittsburgh: Millfeed sales continued at a reduced volume last week because of strikes and shutdowns and the curtailment of retail and wholesale credits. Sales fell to a low point as caution prevailed. Grain merchants bought for immediate needs or at most for no more than 30 days ahead. Quotations, f.o.b. Pittsburgh points: bran $51.50@52.10, standard midds. $51.50@52.60, flour midds. $55@56.10, red dog $56@57.60.

Boston: The market displayed a firmer undertone last week, although trading was generally on a hand-to-mouth basis. Prices averaged higher, with spring bran and mixed feeds advancing $1 and middlings 50¢. Red dog was unchanged. Buyers were expected to be slightly more aggressive shortly as winter conditions prevailed and inventories were believed near minimum levels. However, the poultry industry expected further retrenchment as higher fowl prices promoted liquidation. Quotations Feb. 25: spring bran $54.50@55, middlings $54@54.50, mixed feeds $54@55, red dog $59@60.

Philadelphia: Replenishment buying last week provided the millfeed market with temporary relief from recent dullness, but dealings contracted again and little buying interest was being manifested. Supplies are in fairly good shape. Quotations: bran and standard midds. $54, red dog $57.

New Orleans: Great irregularity prevailed in the millfeed market last week, offering little inducement for purchasing for other than prompt and nearby deliveries. Demand for formula feeds showed a slight improvement, which should continue with more stability in prices. No export inquiries or sales were reported. Quotations: bran $49@49.60, shorts $54.60@55.10.

Seattle: The market was quiet last week, with feed men inclined to get along on current contracts—some of which extend through March—and await developments. Pasture conditions are improved and demand has fallen off. Even though flour mills' production is curtailed, supplies and demand are about in balance. Quotations: $48 ton, delivered common transit points.

Ogden: Millfeed prices remained unchanged last week. Demand and supply were about equal. Plants are working to capacity six days a week and are sold through March. Quotations: red bran and mill run $45, middlings $48; to Denver: red bran and mill run $52, middlings $55; to California: red bran and mill run $52.50, middlings $55.50, f.o.b. San Francisco and Los Angeles.

Portland: Mill run $47, middlings $54 ton.

Toronto-Montreal: Supplies are good. Demand is strong. Quotations Feb. 25: bran $56, shorts $58, middlings $62, net cash terms, bags included, mixed or straight cars, Toronto-Montreal.

Winnipeg: Trade in all types of millfeed is moderate and available supplies are moving into consumption channels, chiefly Ontario and Quebec. Sales in the three prairie provinces are unimportant. Quotations: Manitoba, Saskatchewan and Alberta bran $51, shorts $54, small

SPECTACULAR—The Purity Biscuit Co., long-established institution of Salt Lake City, is stimulating trade considerably by featuring one of the most spectacular and largest signs in the Intermountain country. The sign announces in giant letters: "Crackers by Purity. Enjoy These Delicious Chocolate Drop Cookies. Town House Cookies, Filled with Pecans and Chocolate Drops." The sign has hundreds of feet of white fluorescent tubing in the border and at the bottom hundreds of feet of red tubing, and more than 1,000 incandescent globes.

lots ex-country elevators and warehouses $3 extra.

Vancouver: The market continues to display a weak tendency. Domestic sales are light and prospects of improvement are not bright since poultry flocks are down and cattle breeders are using substitutes. Western mills are reported inclined to entertain bids below current quotations. Cash car quotations: bran $50, shorts $53, middlings $57.

Rye

Minneapolis: Rye flour demand continued dull, and sales last week were limited to scattered small lots. Quotations Feb. 27: pure white patents $3.90@4.10, medium rye $3.70@3.90, dark rye $3.10@3.45.

Portland: White rye $5.70, pure dark $4.70.

Buffalo: Sales were even slower than usual last week as the coal situation took its toll in Buffalo business activities. Prices continue to stay within a narrow range. Quotations Feb. 25, f.o.b. Buffalo: white $4.85@4.90, dark $3.75@3.80, medium $4.65@4.70.

Pittsburgh: Prices showed little change last week. Interest in making commitments is small and buying is only for immediate needs. Quotations: pure white No. 1 $4.60@4.65, medium $4.35@4.40, dark $3.85@4.15, blended $5.65@5.76, rye meal $4.10@4.15.

St. Louis: Sales and shipping directions last week were very slow. Pure white $4.65, medium $4.45, dark $3.55, rye meal $4.15.

Philadelphia: Buyers are taking only moderate amounts to meet production schedules. Most bakers' ideas of price are below prevailing asking levels. There is a lagging demand for retail products. Quotations: rye white $4.60@4.70.

New York: Rye flour sales were small, holding to scattered fill-ins. Pure white patents Feb. 25: $4.50@4.60.

Chicago: Rye flour demand was at a low ebb last week as hand-to-mouth buying prevailed. Sales were very spotty and in scattered small lots only. Directions were fair to good. Quotations: white patent rye $4.15@4.25, medium $3.95@4.05, dark $3.20@3.50.

Oatmeal

Toronto-Montreal: There is little export demand. Supplies are moving slowly in domestic outlets. Quotations Feb. 25: rolled oats in 80-lb. cottons $4.45, oatmeal in 98-lb. jutes $5.40, f.o.b. Toronto or Montreal.

Winnipeg: Sales of rolled oats and oatmeal continue on a small lot basis, and mills operating only part time have sufficient output to take care of export and domestic orders. Quotations Feb. 25: rolled oats in 80-lb. sacks $4.75@4.85 in the three prairie provinces, oatmeal in 98-lb. sacks $5.70@5.80.

Minneapolis: Bulk rolled oats were quoted at $5.39 Feb. 27; 20-oz. packages $3.10 case, 48-oz. packages $3.35.

Wheat Pact

(Continued from page 17)

icy established a 6¢ bu. lower subsidy price than the current daily subsidy on wheat or wheat flour exported between May 1 and June 10, 1950. On shipments under the IWA between June 11 and July 31, 1950, the daily subsidy rate was reduced by 24¢. However, the CCC departed from this fixed pattern late last week and announced that the subsidy differential from the current daily basis on shipments in May through June 10, 1950, would be 12¢ lower and the rate on shipments between June 11 and July 31 would be reduced by 32¢ from the daily rate which prevails on shipments through April 30.

Export trade sources say that this policy discourages forward sales except where foreign demand is urgent and will have the effect of putting all wheat and wheat flour procurement on a hand-to-mouth basis and encourage a piling-up of demand to the end of the IWA crop year.

With a still unfilled U.S. guaranteed wheat export sales of approximately 103 million bushels and a questionable ECA-IWA demand of approximately 85 million bushels, it is forecast that sales will be draggy and prices weak as the old crop year closes since a deferment of the ECA-IWA procurement will possibly wait fulfillment until new crop wheat is available.

Reliable government officials say that it is unlikely that the U.S. would drop its sales price to the floor and put the grain to nations with an unfilled import quota, preferring to hold off the market on the theory that over a two-year period the U.S. will be able to export all of its guaranteed export quotas under IWA at better than average prices than if it dropped the price to the floor this year and gambled on the possibility of building the price level back up to the maximum in the 1950-51 IWA crop year.

Outlook Appraised

An analysis of the outlook for an export total of 350 million bushels of wheat for the 1949-50 crop year discloses the same uncertainties. One study of the situation reveals these figures: ECA funds are available to finance approximately 232 million bushels of wheat.

Japan is expected to receive approximately 50 million bushels through the same period. This makes a total of 282 million bushels, which includes the questionable demand factors of Italy with 35 million bushels and Belgium with approximately 10 million.

To attain the 350-million-bushel export goal by June 30 the U.S. will have to have sold an additional 68 million bushels of wheat or wheat flour to other areas. The Mexican demand which runs consistently each month is likely to total 15 million bushels, reducing the total to 53 million bushels of wheat to all other areas, including the normal flour markets of the Philippines, Cuba and Latin America which have been invaded by Canadian flour at a decided price advantage over the U.S. mills.

Exports through Jan. 31, 1950, are estimated at 193 million bushels, leaving a five-month export (February-June, 1950) of approximately 157 million bushels if the 350 million level is to be reached at that date. This indicates a monthly movement of slightly more than 31 million bushels.

With ECA officials shaping a policy of procurement authorization running through July 31, 1950, and since their financed wheat and wheat flour constitutes the major share of the export program and the IWA quotas, it seems unlikely that a 350-million-bushel export goal will be reached by June 30 and makes it seem imperative that as the IWA crop year declines a dull foreign demand will need the incentive of a scaling down by the exporting nations of the price of wheat unless they hope that with the same current subsidy level they will be able to move part of the new crop harvest.

Registered sales under the IWA are shown in the accompanying table.

Subsidy Rates Under Wheat Agreement

	Feb. 21 (1)	Feb. 21 (2)	Feb. 21 (3)	Feb. 23 (1)	Feb. 23 (2)	Feb. 23 (3)	Feb. 24 (1)	Feb. 24 (2)	Feb. 24 (3)	Feb. 27 (1)	Feb. 27 (2)	Feb. 27 (3)
East Coast Ports—												
To all destinations	33¢	45¢	39¢	33¢	45¢	30¢	33¢	45¢	23¢	33¢	43¢	13¢
West Coast Ports—												
To all destinations	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Gulf Coast Ports—												
To all Europe, Mediterranean, Middle East, all of Africa and adjacent islands	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Far East and adjacent areas	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Latin America, West Indies and Mexico	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

(1) February-April. (2) May 1-June 10. (3) June 11-July 31.

WANT ADS

Advertisements in this department are 10¢ per word; minimum charge, $1. Add 20¢ per insertion for forwarding of replies if keyed to office of publication. (Count six words for signature.) Situation Wanted advertisements will be accepted for 5¢ per word, $1 minimum. Add 20¢ per insertion for keyed replies. Display Want Ads $6 per inch per insertion. All Want Ads cash with order.

HELP WANTED

SALESMAN WANTED, METROPOLITAN New York to sell highgluten and clear of large Buffalo mill. Address [illegible], The Northwestern Miller, 23 Beaver St., New York 4, N. Y.

MACHINERY FOR SALE

FOR SALE—AIR COMPRESSOR, WAYNE Model 1154 with tank; dust collectors, Perfection and Cyclone; Conveyors Screw 4" to 12" any length; Elevators, double leg, complete [illegible]; Fans and Blowers, various sizes; Hammermill, Jacobson, Model 2 JD 4; Leather Belt, used, good assortment; Line Shaft Hangers, pulleys, big assortment; Purifiers—Minneapolis, Nordyke, Strong-Scott; Roller Mills, 9x18 Great Western; Reels, No. 4 Centrifugal; Scales, good assortment; Scourers, Hasky 32" dia. 72" high; Separators, Invincible Carter Disc; Sifters, No. 4x27 Great Western; Stoner Steel & Sutton, Model [illegible]; Washer, Wolf wheat 24" dia. 8' long; Vacuum Cleaner, industrial type; all realistically priced, discounts 50 to 90% new value. Cannon Valley Milling Co., 700 Flour Exch. Bldg., Minneapolis 15, Minn., Phone Main 6491.

MACHINERY WANTED

WANTED TO BUY — RICHARDSON scales, bag closing machines and other good mill, feed and elevator equipment. J. E. Hagan, 1122 E. High, Jefferson City, Mo.

——BREAD IS THE STAFF OF LIFE——

United States Grain Stocks

Commercial stocks of grain in store and afloat at the principal markets of the U.S. at the close of the week ending Feb. 18, 1950, and Feb. 19, 1949, as reported to the Grain Branch of the Production and Marketing Administration of the U.S. Department of Agriculture in bushels (000's omitted):

	American Feb. 18, 1950	American Feb. 19, 1949	Canadian in bond Feb. 18, 1950	Canadian in bond Feb. 19, 1949
Wheat	143,213	130,962	777	1,824
Corn	47,323	47,876	...	...
Oats	13,791	6,915	2,174	1,182
Rye	4,072	3,181	403	1,248
Barley	19,454	12,848	2,474	847
Flaxseed	13,918	19,654	...	...
Soybeans	12,279	16,397	...	...

Stocks of U.S. bonded grain in store and afloat in Canadian markets Feb. 18 (figures for corresponding date of a year ago given in parentheses): wheat [illegible] (1,000) bu., corn [illegible] ([illegible]); oats [illegible] (1,000); barley [illegible] (1,000); soybeans [illegible] (none).

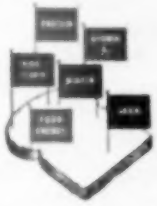
Millfeed Receipts and Shipments

Receipts and shipments of millfeed at the principal distributing centers for the week ending Feb. 25, in tons, with comparisons:

	Receipts 1950	Receipts 1949	Shipments 1950	Shipments 1949
Minneapolis	...	...	13,110	13,880
Kansas City	2,313	2,070	4,188	3,320
Milwaukee	...	120	1,296	4,496

If it's I-H milled - it's "good" Flour!

MILLS AT TOPEKA, KANSAS—7,500 Cwts. Daily Capacity • Mill and Terminal Grain Storage 1,500,000 Bus.



Advertising Boosts Sales

Don't Neglect the Opportunity to Tie-in With the Millers' National Advertising Program

YOU get fine baking results from I-H flours because they are built to meet your shop conditions and perform smoothly. I-H flours can do this because of the inherent qualities of the wheats we use. Such wheats must be carefully selected with experienced care . . . milled by expert craftsmen . . . checked by skilled laboratory workers. It is this scientific program that gives I-H flours their baking security.

THE ISMERT-HINCKE MILLING COMPANY
KANSAS CITY, MO.

The Rodney Milling Co.
KANSAS CITY, MISSOURI
"Heart of America" FLOUR
CHICAGO OFFICE
Kelly Flour Co., 819 N. Michigan Ave.
BOSTON OFFICE:
Seaboard Allied Milling Corporation
1500 Statler Bldg.

Low Grades and Millfeed
I. S. JOSEPH CO., INC.
Minneapolis, Minn.

PIKES PEAK
BAKERY FLOURS
The Colorado Milling & Elevator Co.
General Offices: Denver, Colorado

Pfeffer Milling Company
Manufacturers of Pure High-Grade
Winter Wheat Flour
Brands: Lebanon Bell, Flake White, Fluffy Ruffles
LEBANON, ILL.
Member Millers' National Federation
Capacity: 1,100 Sacks Daily

OFAR Surveys Japanese Wheat Consumption

WASHINGTON—The current picture of wheat consumption in Japan is one of confusion and change, the U.S. Department of Agriculture said recently. The department's Office of Foreign Agricultural Relations said the confusion may be due, in part, to the fact that the internal economy has improved with 1946-1948, and to the fact that consumers are beginning to exercise a degree of selectivity in foods that is based on traditional quality factors rather than on the need for eking out a restricted calory diet. In addition, the usual technological operations of flour millers and bakers, as industries, have been modified by requirements and regulations for long extraction flours as a means to extend available wheat in terms of calories for human consumption.

Bread Quality Has Suffered

The quality and resultant reputation of bread has suffered due to such factors as a combination of rationing techniques, which made bakers noncompetitive and indifferent as to quality; long extraction flours with only water, yeast and salt as dough ingredients; and the required addition of other cereal products which the low protein and poor baking flours cannot carry. (Color of product as a quality factor is excluded from these comments, and quality is considered merely as representing physical and chemical properties which influence subsequent processing into bread, noodles, or other products.)

A rather forceful expression of the Japanese consumers' preference is found in the fact that noodle consumption is increasing, while bread consumption is decreasing. Since all wheat products are rationed as bread, noodles, and flour, the relative position of these items is readily ascertained. It may be that the present percentages taken on ration reflect the potential bread market more accurately than earlier (1947-48) distribution ratios.

The tonnage production of flour in Japan is approximately equally divided between mills of less than 10 metric tons (47%) capacity per day and those with more than 10 metric tons (53%) per day. In American equivalents, 10 metric tons equals 220 cwt. sacks. In terms of a national requirement at a fixed extraction rate, such a distribution of individual and total plant capacities presents several interesting problems.

Distribution a Problem

While the larger (and longer system) mills in Japan are physically capable of producing a better quality flour at the present 85% extraction rate, the smaller mills are not so fortunate. As a dividing line between large and small mills in this case we should more properly take a capacity of 25-40 metric tons per day. Also, the larger mills have available the required engineering skills to take advantage of their physical assets. The smaller mills would find the cost of required engineering and equipment almost prohibitively expensive.

It would be easy to make a superficial comparison of Japanese milling with milling in other areas where 85% extraction flour results in good bread flours. It should be recognized, however, that the Japanese milling capacity had to be reestablished under stress of machinery shortages and that it had to provide quickly an adequate tonnage of flour. It was imperative, therefore, to convert the greatest possible percentage of wheat (92% extraction) into flour for food.

The flour mills as a result were made noncompetitive in that they had an assured outlet for all the flour they could make. Mill brands disappeared entirely, and identification of the miller of a particular flour in many instances, was tedious, if at all possible.

Quantity, Not Quality

The combined effect of all the circumstances attending flour milling in Japan was to emphasize quantity of production rather than quality of product. There was no need or room for pride in craftsmanship or product. Subsequent reduction of extraction rates, with the mills still on a noncompetitive basis, offered no inducement to strive for better quality of product.

The Japanese milling industry has to some extent overlooked existing opportunities. While individual members stated that some quality development and competition would be possible at 80-82% extractions, they did not believe that any substantial quality improvement or differential could be expected at 85% extraction. It is quite possible that some members of the milling industry will make no serious effort toward quality and precision milling until the need for extraction regulations has passed away entirely.

To a certain extent, the Japanese milling industry has taken the position that its only responsibility is to produce as much flour as needed while meeting present regulations. In some instances, dissimilar wheats are mixed on arrival, a practice no miller would condone if he were operating under the urgency of competition.

The baking quality of the flour milled in Japan under present conditions may be further impaired by overgrinding. Some of the bread bears evidence supporting this possibility. As a result, the extraction rate is unjustly blamed as an important contributing factor to poor and irregular quality.

Although the present extraction rate imposes limitations on the pro-

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"BLODGETT'S" RYE
All Grades—From Darkest Dark to the Whitest White
—Specially Milled by the Blodgett Family—Since 1848
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MILLERS OF
WHEAT and RYE
FAMILY FLOUR BAKERY FLOUR CRACKER FLOUR

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FLOUR MILLS CO. • KANSAS CITY GRAIN DIVISION
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MILLING WHEAT • CORN • OATS • FEED GRAINS
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E. M. SUMMERS
J. D. TINKLEPAUGH
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OUR TEN MILLION BUSHEL Elevator Permits Accurate Binning of Quality Grain
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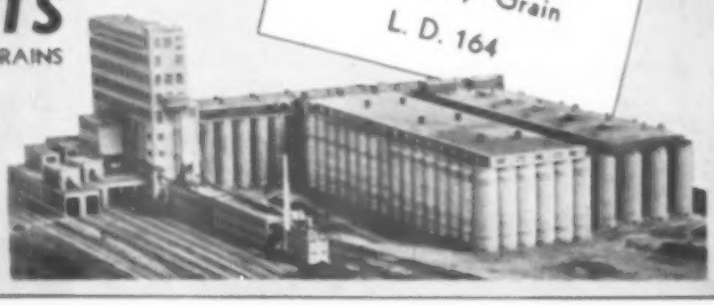

duction of good quality flour, the millers could improve their product if they would apply certain milling fundamentals. In the interest of future trade outlets, if for no other reason, Japanese flour millers should investigate more carefully possible improvement of flour quality under existing regulations.

Small Plants the Rule

The Japanese baking industry is composed of a number of small plants. In general, equipment is adequate for hand-working of doughs. The types of dough mixers and ovens are well suited to the flours normally available in Japan. Better temperature control (and some refrigeration) in the dough rooms, however, would be beneficial. Refrigerators for storage of yeast appear to be the exception rather than the rule.

After the war, a number of bakeries were started by people who had no other qualifications than the money with which to go into business. Many of these operators have already gone out of business. Until recently, the bakers also have been on a non-competitive basis.

The Mission points out that in the consideration of quality bread, it is not necessarily committed to the formulas, procedures, and types of bread produced in the U.S. Many of these factors are physically and economically not applicable in Japan, even if we accept them as being the most desirable. On the other hand, it emphasizes that it is not limiting its thinking to a bread which is "good enough for some one else but not good enough for us."

The flour supplied to the Japanese baking industry has not been of the most desirable quality. The presence of substantial amounts of bran and germ adversely affect those properties of texture and loaf volume which we associate with good bread. The probability that some of this flour has been damaged by overgrinding, with accompanying rupture of starch grains, should not be ignored. The limitations of quantity and quality of yeast, and quantity of salt approach near minimum levels. The complete lack of sugar and fat also results in a mediocre bread.

In spite of these limitations, some bakeries are producing bread which is acceptably good. They are using a modified sponge method, and have available 2-3% fat. Even without fat, a sponge method would develop a better loaf than the conventional straight dough.

Mechanization Attractive

The American concept of increased mechanization is attractive to the Japanese, and mechanization will probably be increased as bread eating increases. Such mechanization and accompanying "efficient" bakery operation no doubt will require bread flours of the same type as that used by American bakeries. Some Japanese capital is definitely interested in erecting large bakery production units in the larger cities.

Yeast production in Japan is divided among a number of relatively small plants. Here, too, yeast plants were reestablished or built with government encouragement after the war but with less than adequate technological background and control.

Some yeasts were clean, sweet and reputedly strong. Others looked like mud and were definitely contaminated and partly deteriorated.

The Japanese tendency to transplant industry is also noticeable with respect to yeast. A Japanese business man asked the Mission whether it would not be a good idea to encourage U.S. operators (or capital) to build a big yeast plant in Japan. It was suggested that several of the existing small companies could do the same thing with Japanese capital.

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Our stocks are analyzed for baking strength. They're carefully and personally selected — binned according to variety.
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Dept. M-3

Regional Meetings of Iowa Bakers Assn. Well Attended

WATERLOO, IOWA—The Iowa Bakers Assn. held regional meetings throughout this state during the month of January, with good attendances recorded for the meetings and the bakers attending each meeting receiving useful information, according to Charles E. Forsberg, Alstadt & Langlas Baking Co., secretary of the state association.

Two meetings had to be postponed because of inclement weather. The meeting at the Elks club in Le Mars was held Feb. 21 and the meeting scheduled for the Hotel Warden in Fort Dodge was held Feb. 22.

Meetings were held in Burlington, Mason City, Oelwein, Dubuque and Des Moines. Meetings were scheduled to be held in Cedar Rapids with Hugh Sliss, Cedar Rapids Baking Co., as local chairman, and Red Oak, with J. E. Wilkings, Wilkings Bakery, as chairman.

C. L. Lind, Lind's Bakery, Burlington, had charge of the meeting in his city. A local housewife appeared on the program to discuss what the consumer expects from her baker, a feature which was a part of every session of the state meetings, along with a movie sponsored by the Northwestern Bell Telephone Co. on "Telephone Courtesy," showing bakers and their sales girls how to make sales and promote good customer relations through proper telephone procedure.

Charles Fleming, J. W. Allen Co., Clear Lake, was chairman of the Mason City meeting, assisted by Paul Flogstad, Fairway Bakery, as registrar and George E. Mendon, Pfaff Baking Co., as secretary. Ralph Dieckmann, Algona (Iowa) Baking Co., was also present at the meeting. A sales promotion discussion was featured in the program.

Sixty bakers from 25 northeastern Iowa bakeries met in Oelwein for a meeting under the chairmanship of Karl Behrens, Hub City Bakery, Oelwein. After welcomes by local civic leaders, housewives told the bakers they valued high quality baking, good public relations, efficient service and clerks with a well-groomed appearance.

At the Dubuque meeting, Rita Spahn, dietician for the Meadow-Gold Dairy Corp., gave a short talk followed by the film "Sales-Ways," produced by Standard Brands, Inc.

The meetings were featured by open discussions on bakers' problems. A dutch lunch followed each meeting.

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SOFT WHITE WINTER WHEAT FLOUR A SPECIALTY

Also Choice Blue-Stem and Hard Spring Patents

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SUPERIOR QUALITY

to Make All Baked Things Better

Gooch Milling & Elevator Co.

Lincoln, Nebraska

ALFALFA MEAL

Sun-Cured and Dehydrated

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THE largest and most modern flour mill and elevators on the Pacific Coast with storage capacity at our mills of 2,500,000 bushels, together with more than one hundred elevators and warehouses in the choicest milling wheat sections of Montana, Idaho and Washington, insure the uniformity of all Fisher's Flours.

FISHER FLOURING MILLS CO., SEATTLE, U.S.A.

Domestic and Export Millers

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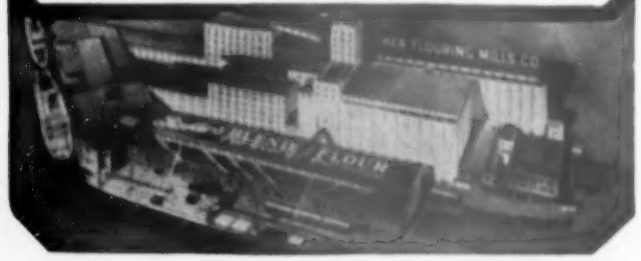

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EVENTS of the past two years have proved beyond question that ample grain storage space is a most valuable supplement to a flour mill. It makes a milling company more flexible, more versatile, more able to meet competitive conditions.

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A record of more than 29 years of experience in serving the flour, feed, cereal and grain industries gives J-H engineers an unmatched "know how" in grain elevator construction.

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GRIST OF GRINS

Angus McTavish watched his small son going upstairs, three steps at a time.

"Why are you taking such big steps, son?" he asked.

"To save wearing out the carpet," the boy replied.

"Good boy," replied Angus, "but don't split your trousers doing it!"

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Lady: "Two dozen diapers, please."

Clerk: "That will be a dollar and a half, plus eight cents for tax."

Lady: "Never mind the tacks. I use safety pins."

◆ ◆ ◆

A woman returned a smart pair of shoes to the exclusive shop where she had purchased them. "They won't do," she announced. "I simply can't walk in them."

"Madam," the clerk replied, looking down his nose, "people who have to walk don't shop here."

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"Young man, are your intentions honorable or dishonorable?"

Suitor: "What! You mean I have a choice?"

◆ ◆ ◆

Pistol Pete was in the middle of one of those historic western poker games that continued for days, or until all of the shirts were gone. Finally, at the end of the first day, Pete arose from his chair, pulled out his gun, and announced to the players:

"This game is crooked. Joe there ain't playing the hand I dealt him."

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A middleaged woman lost her balance and fell out of a window into a garbage can, and the Chinaman passing by remarked: "Amelicans vely wasteful. That woman good for 10 years yet."

◆ ◆ ◆

A school teacher telephoned the mother of one of her pupils to discuss the actions of the boy. "He swears terribly on the playground, and I just can't make him stop it," she complained.

"Jes' lak his pappy!" explained the mother.

"And besides that, he pulls the girls' hair and slaps them and makes them cry, and he won't apologize."

"Jes' lak his pappy!" the mother reiterated.

"And besides that, he steals things from the other pupils, and then lies about it when he is accused."

"Jes' lak his pappy!" the mother repeated. "Lawdy!—Ah's glad Ah didn't marry dat man!"

◆ ◆ ◆

The dude stood watching the card game in the Wild West. Suddenly he saw the dealer give himself four aces from the bottom of the deck. He sidled around to one of the other players and whispered in his ear that the dealer was cheating.

"Beat it, buh," drawled the player.

"But he gave himself four aces."

"So what?" the cowpoke snapped. "It's his deal, ain't it?"

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CONVENTION CALENDAR

March 6-9—American Society of Bakery Engineers; Edgewater Beach Hotel, Chicago; sec., Victor E. Marx, Rm. 1354, La Salle Wacker Bldg., 121 West Wacker Drive, Chicago 1.

March 10-11—Joint meeting, Districts 1 and 2, Association of Operative Millers, Kansas State College, Manhattan, Kansas; sec., D. S. Eber, 639 Board of Trade Bldg., Kansas City, Mo.

March 18—Joint meeting, Districts 3 and 6, Association of Operative Millers, Battle Creek, Mich.; sec., A. L. Borchardt, Ralston Purina Co., Battle Creek.

March 24-25—District 7, Association of Operative Millers, Oklahoma City, Okla.; sec., Harold Cook, 2330 Elm St., Dallas, Texas.

March 25—District 8, Association of Operative Millers, Hotel Markeen, Buffalo, N.Y.; sec., Charles Wagner, Russell-Miller Milling Co., Buffalo.

April 10-11—Iowa Bakers Assn., Hotel Fort Des Moines, Des Moines; sec., Charles E. Forsberg, 1428 Mulberry, Waterloo, Iowa.

April 12-14 — Southern Bakers Assn., Veney Park Hotel, St. Petersburg, Fla.; sec., E. P. Cline, 703 Henry Grady Bldg., Atlanta 3.

April 14-15—Oklahoma Grain & Feed Dealers Assn., Skirvin Hotel, Oklahoma City.; sec.-treas., E. B. Humphrey, 602-04 First National Bank Bldg., Enid.

April 16-18—Texas Bakers Assn., Plaza Hotel, San Antonio; sec., Charles Neuman, Sr., Holsum Bread Co., Inc., Fort Worth.

April 17-19 — Pacific Northwest Bakers, Multnomah Hotel, Portland, Ore.; sec.-mgr., Roger Williams, 1138 Jefferson St., Salem.

April 19: South Dakota Bakers Assn., Cataract Hotel, Sioux Falls; sec., Lex Quarnberg, Tri-State Milling Co., Rapid City, S.D.

April 20-22—California Hay, Grain & Feed Dealers Assn.; Biltmore Hotel, Los Angeles; sec.-treas., I. J. Stroonnes, Blue Anchor Bldg., 1400 10th St., Sacramento 14.

April 21-22—Self-Rising Flour Institute, Inc., Buena Vista Hotel, Biloxi, Miss.; sec., Allen R. Cornelius, 1214 Nashville Trust Bldg., Nashville 3, Tenn.

April 23-25 — Heart of America Bakers Convention, Arkansas, Kansas, Missouri, Nebraska and Oklahoma bakers' associations, joint convention; Hotel President, Kansas City, Mo.; general convention chairman, James S. Chase, Golden Krust Baking Co., Manhattan, Kansas.

April 24-25—Nebraska Grain & Feed Dealers Assn.; Hotel Paxton, Omaha, Neb.; sec.-treas., Howard W. Elm, Lincoln.

April 28-29—Texas Grain & Feed Dealers Assn.; Hotel Galvez, Galveston; sec.-treas., G. E. Blewett, Blewett Little Grain Co., Fair Blvd., Ft. Worth.

April 30-May 2—Tri-State Bakers Assn., convention, Jung Hotel, New Orleans, La.; secretary, Sidney Baudier, Jr., 401 Board of Trade Bldg., New Orleans.

May 1-5—Association of Operative Millers, Hotel Jefferson, St. Louis, Mo.; sec., Donald S. Eber, 639 Board of Trade Bldg., Kansas City 6.

May 2-3—Panhandle Grain & Feed Dealers Assn., Herring Hotel, Amarillo, Texas; sec., Joe S. Morris, P.O. Box 366, Amarillo.

May 5-6 — Kansas Grain, Feed & Seed Dealers Assn., Hotel Kansas, Topeka, Kansas; sec., O. E. Case, 833 Wiley Bldg., Hutchinson.

May 7-9—Illinois, Indiana and Wisconsin bakers' associations, joint convention, Sherman Hotel, Chicago; sec. sec., Thelma Dallas, 33 W. Jackson Blvd., Rm. 738, Chicago 4.

May 7-9—National Association of Flour Distributors, Hotel Statler, Boston; sec.-treas., Wayne G. Martin, Jr., The Northwestern Miller, 23 Beaver St., New York 4.

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The answer to each of these questions should, of course, be YES. 100% is the only passing grade. If your schools are over-crowded, under-staffed or half-equipped, there's apt to be trouble ahead.

Just three years from now there will be five children in school for every four who were there last year. And the number will keep increasing for at least five years more. What kind of an education will those children get?

The right to a good education is the birthright of every American. And the strength of America depends upon the education of these future citizens. Right now, in your own community, intelligent, public-spirited citizens are working with teachers and educators to improve your schools, to be ready for the future. They need your active, whole-hearted support. Will you give it to them?

WE NEED OUR SCHOOLS—OUR SCHOOLS NEED US

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